

FIG. 1A

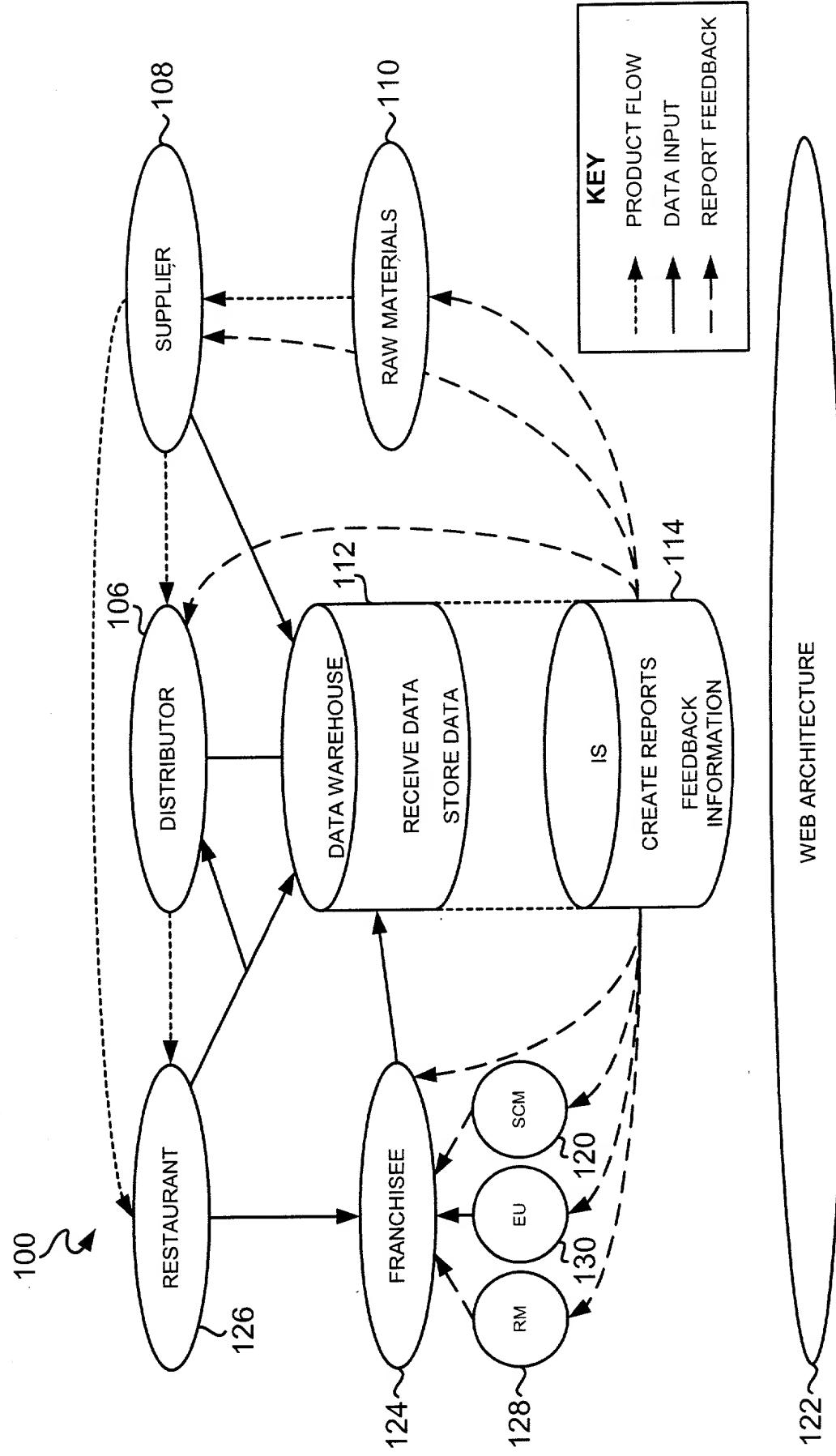


FIG. 1B

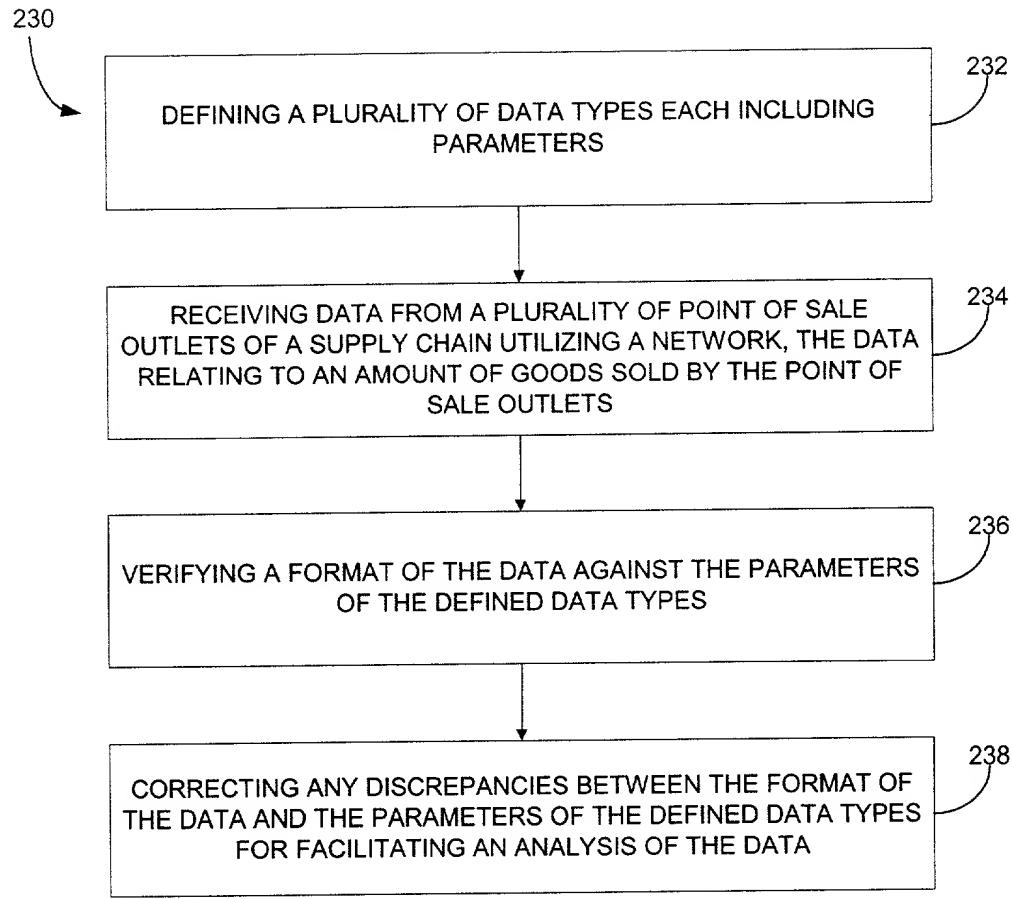


FIG. 2

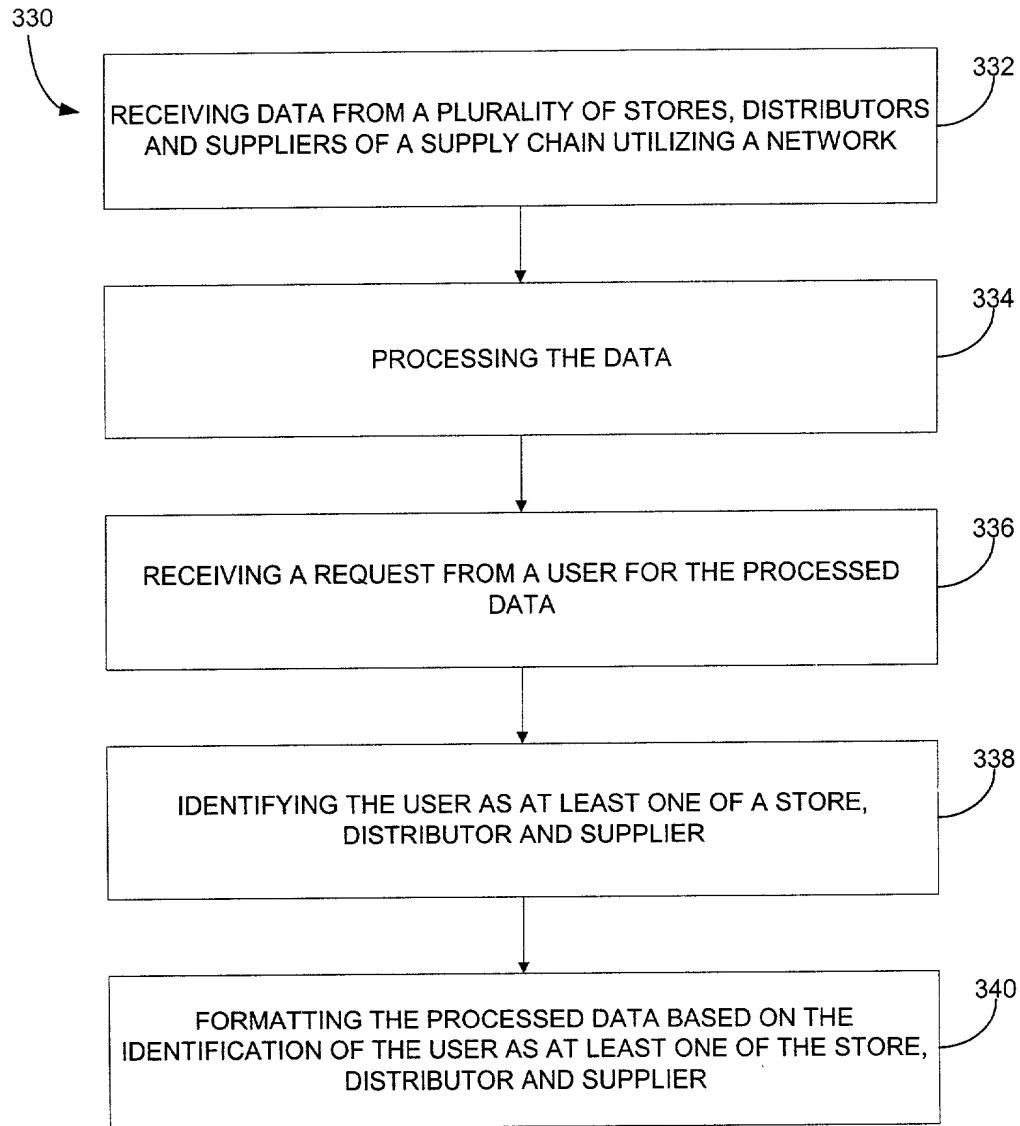


FIG. 3

On your way - a new one goes up, the old one goes down. In fact, we're not even sure if we're still alive.

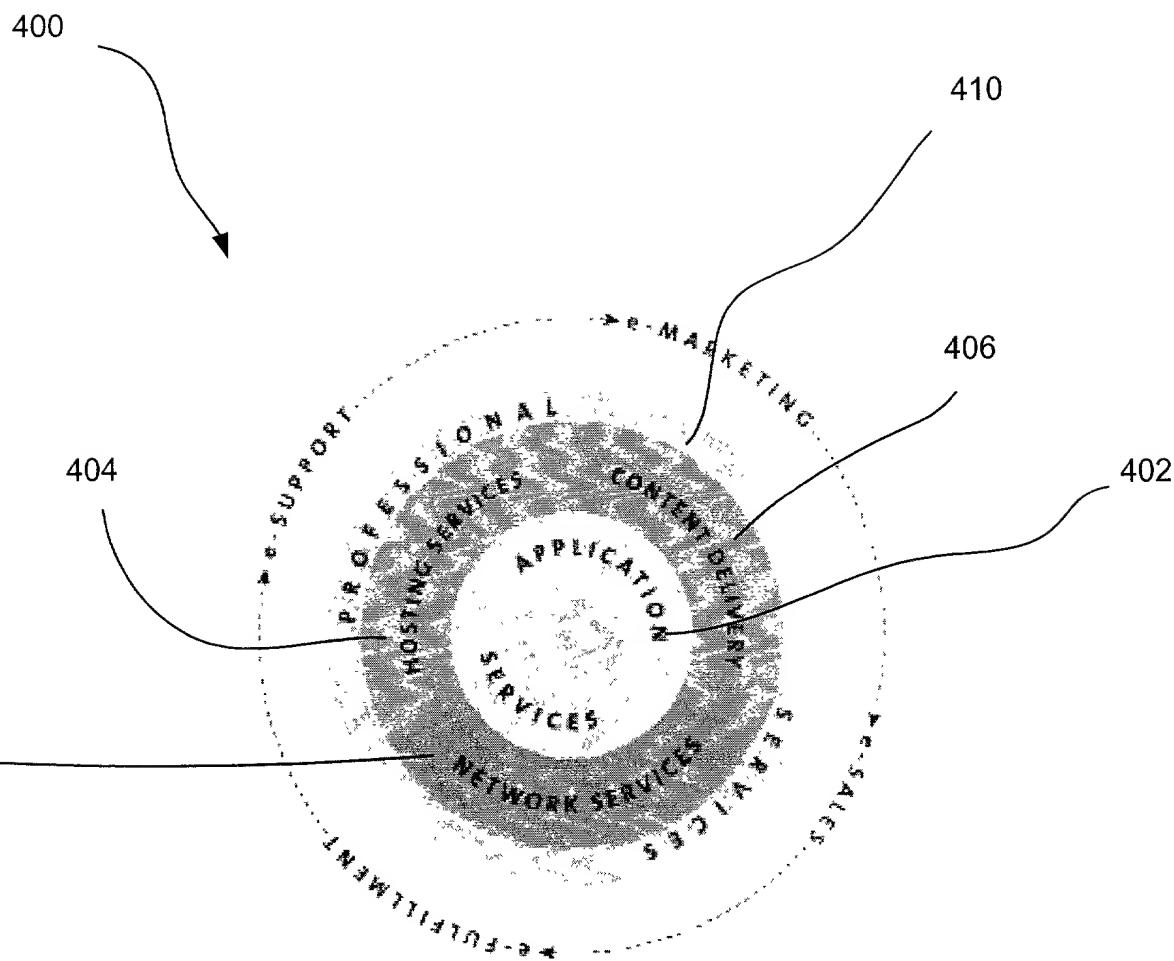


Fig. 4

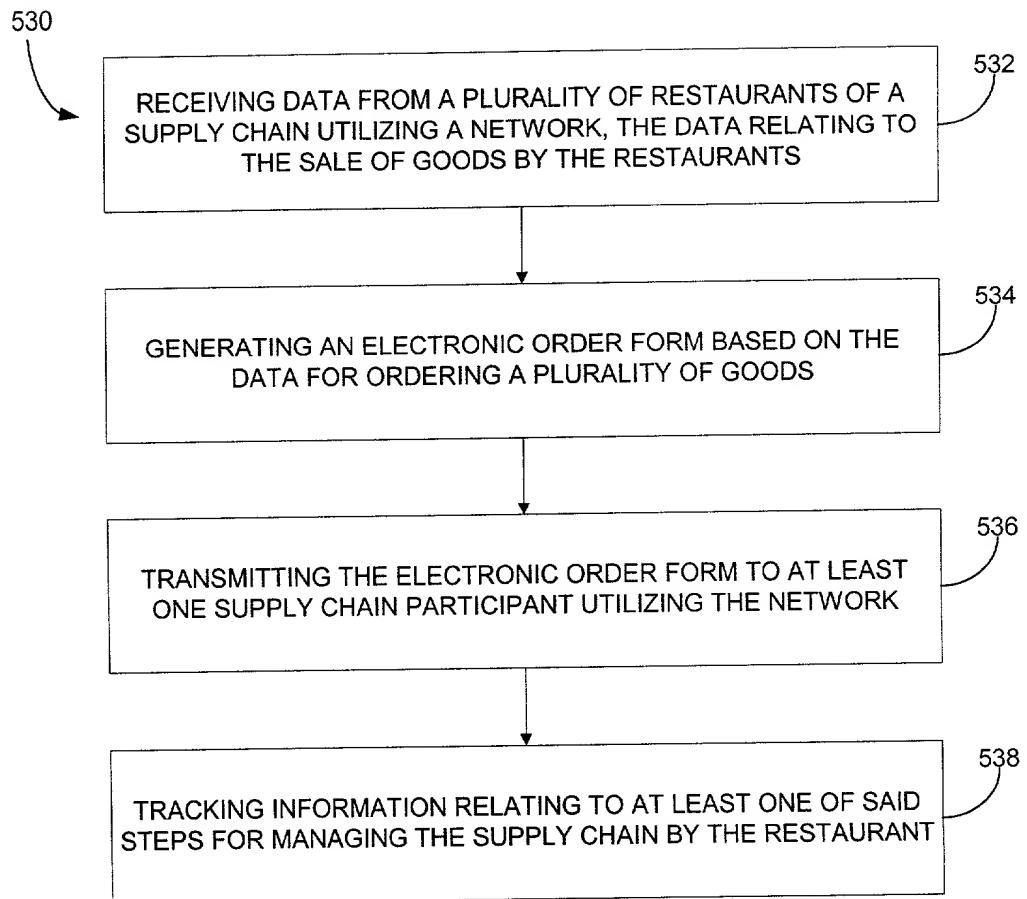


FIG. 5

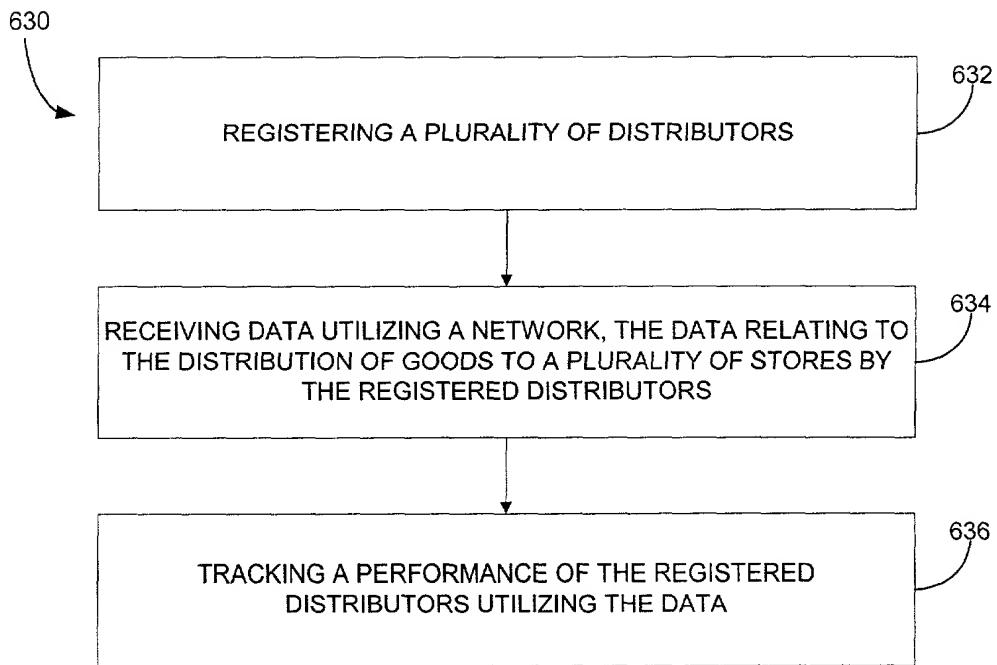


FIG. 6

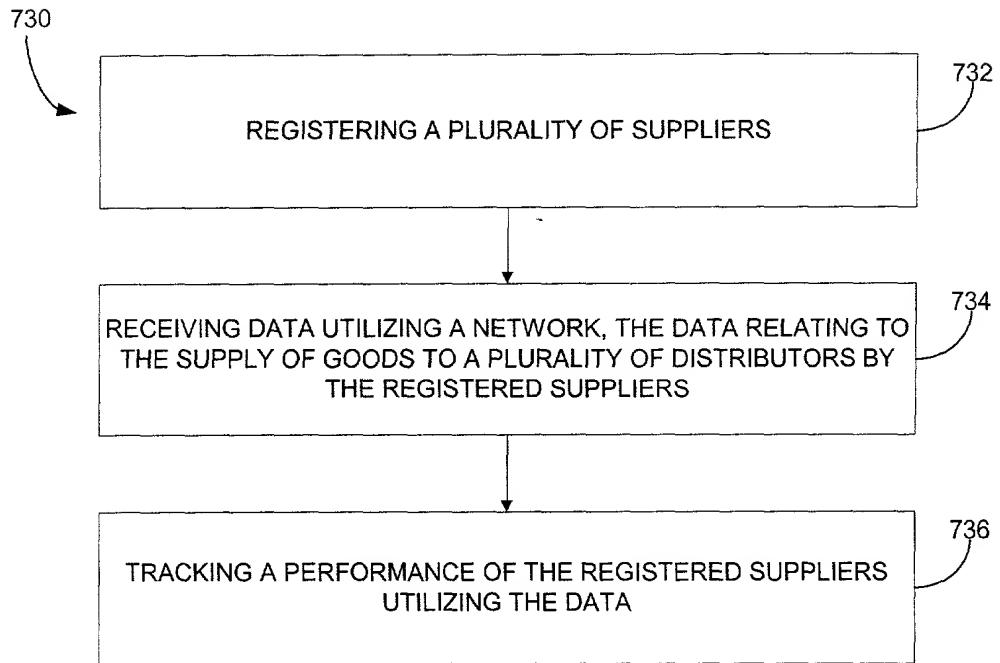


FIG. 7

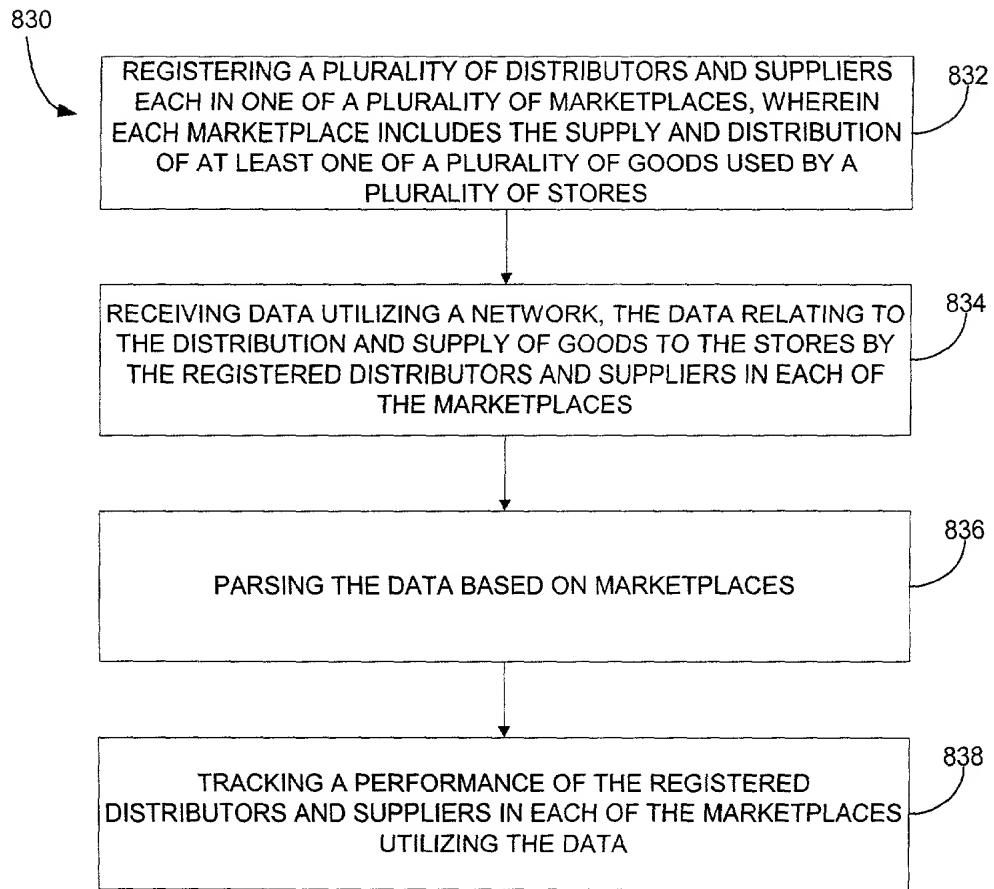


FIG. 8

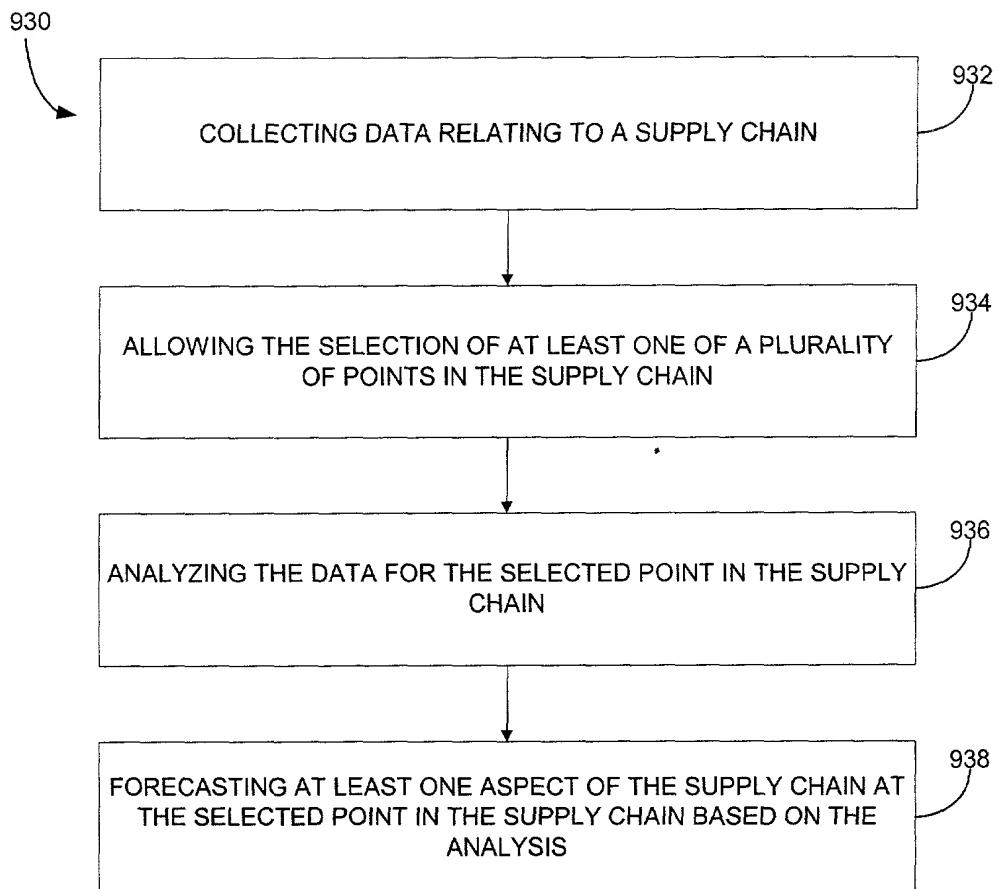


FIG. 9

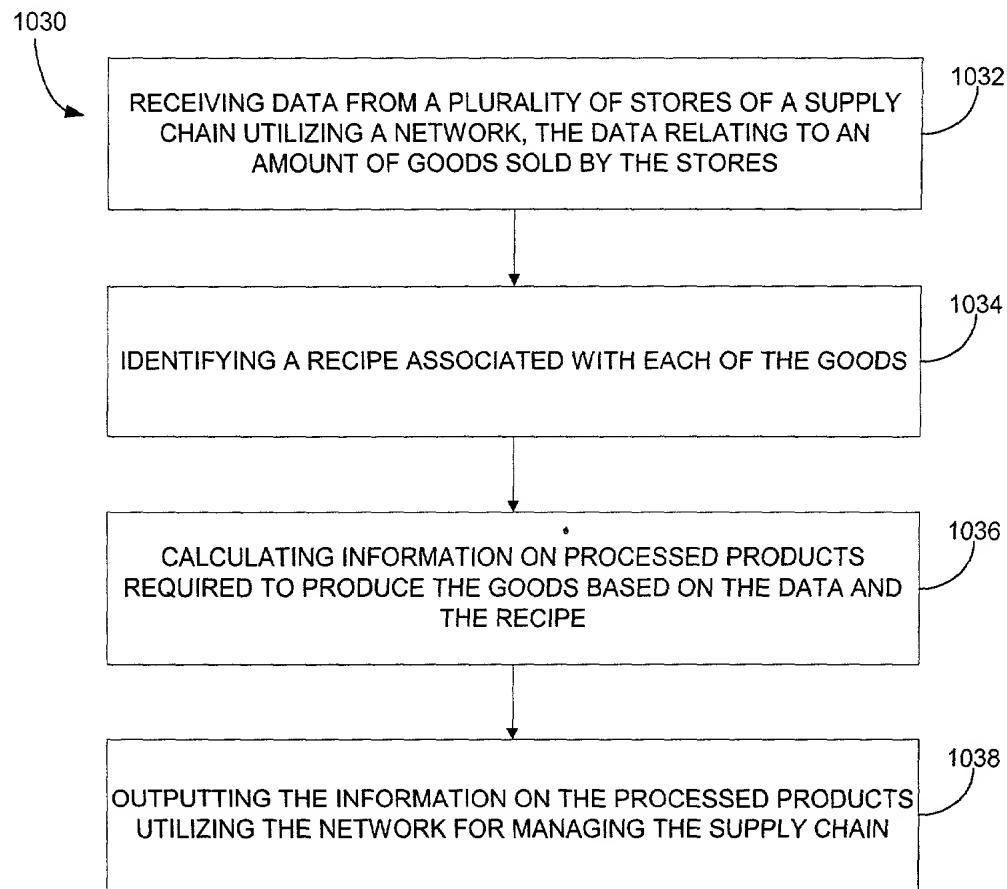


FIG. 10

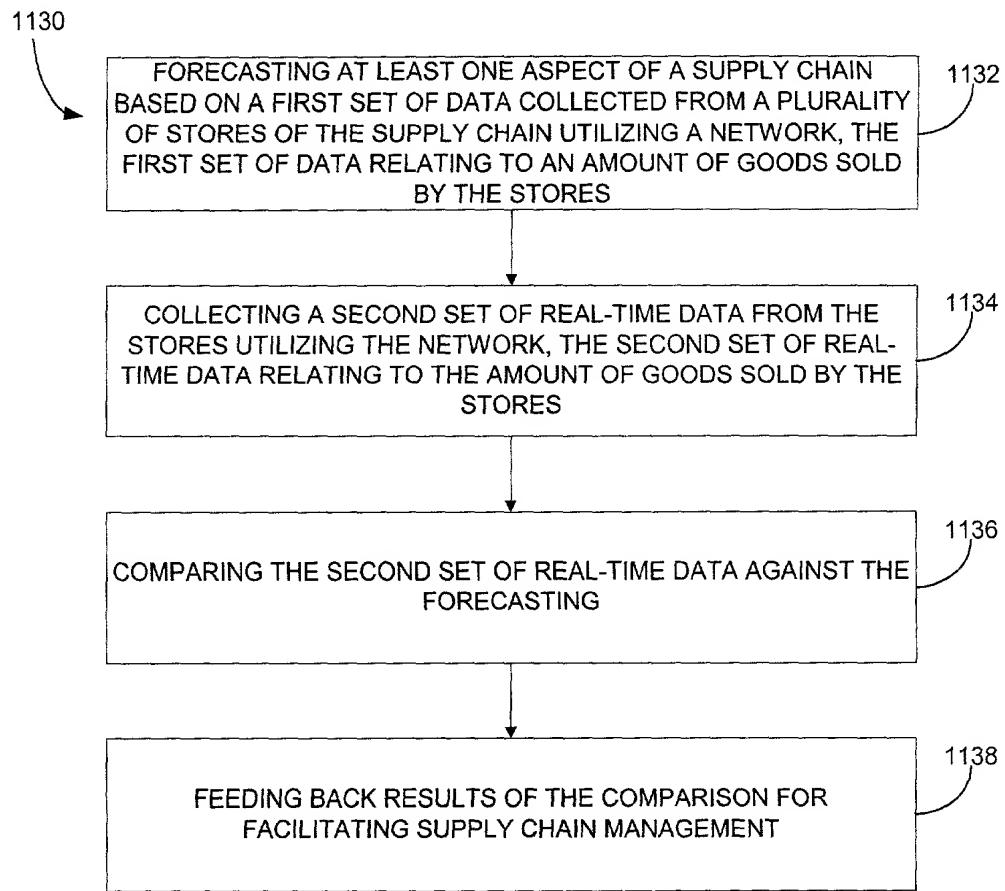


FIG. 11

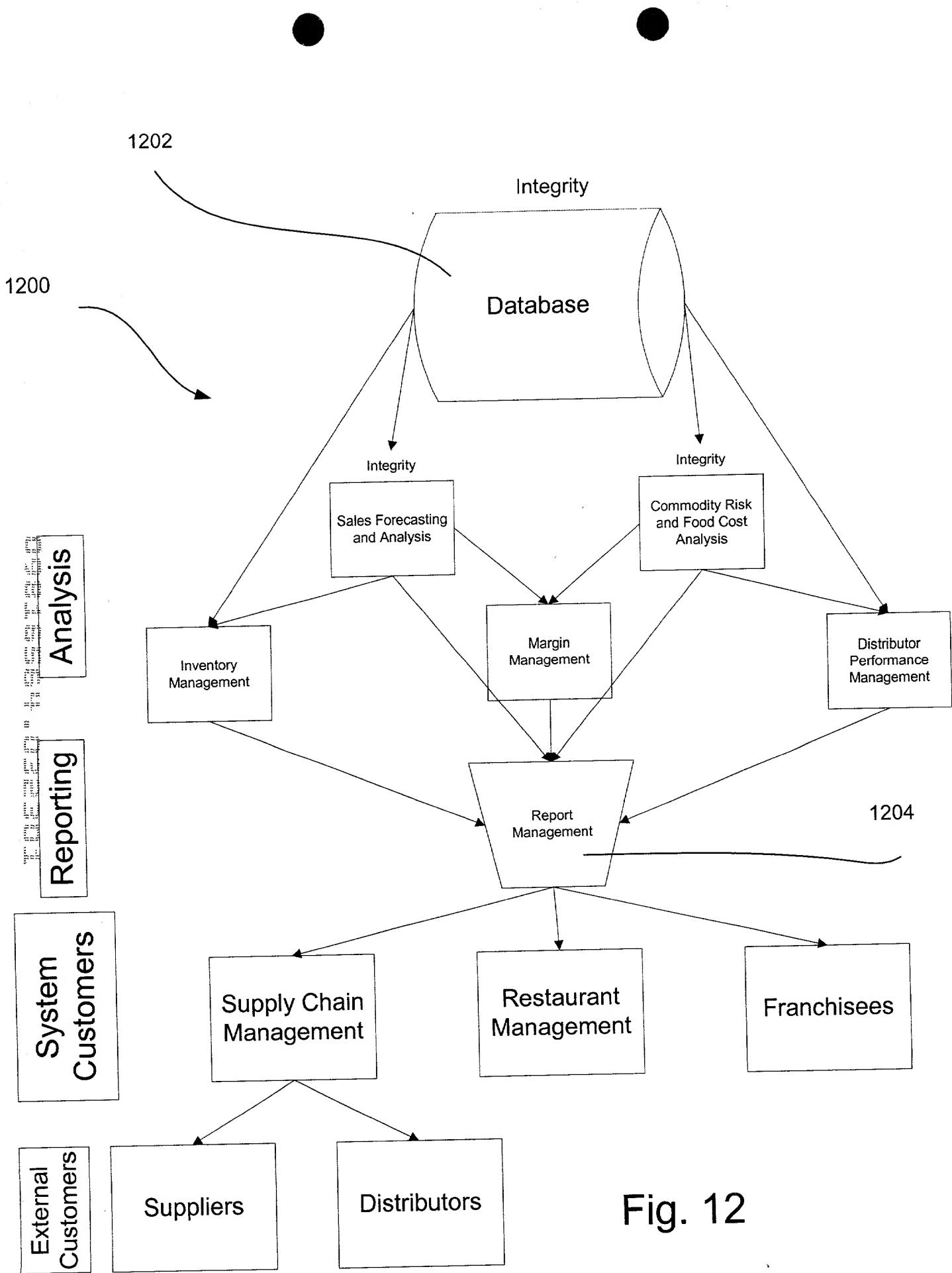


Fig. 12

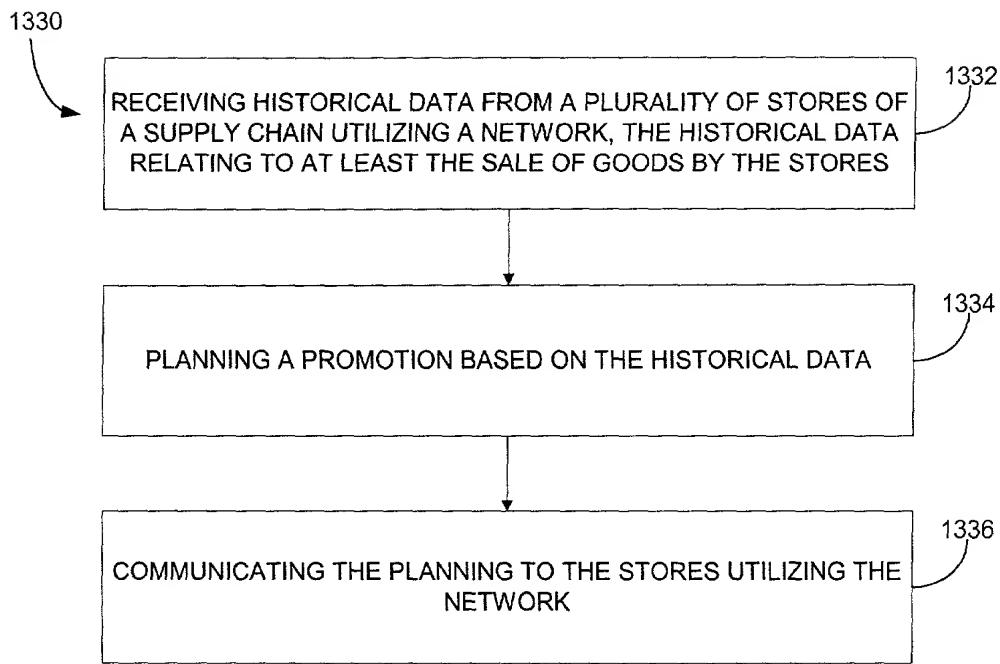


FIG. 13

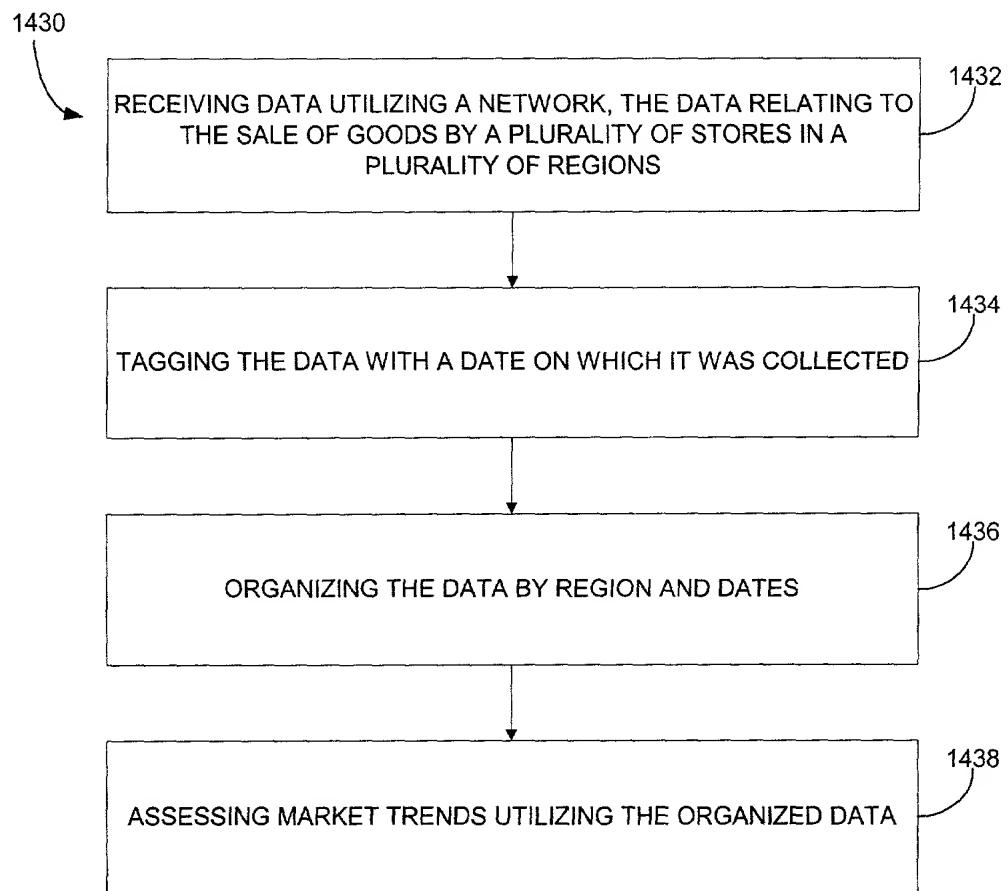


FIG. 14

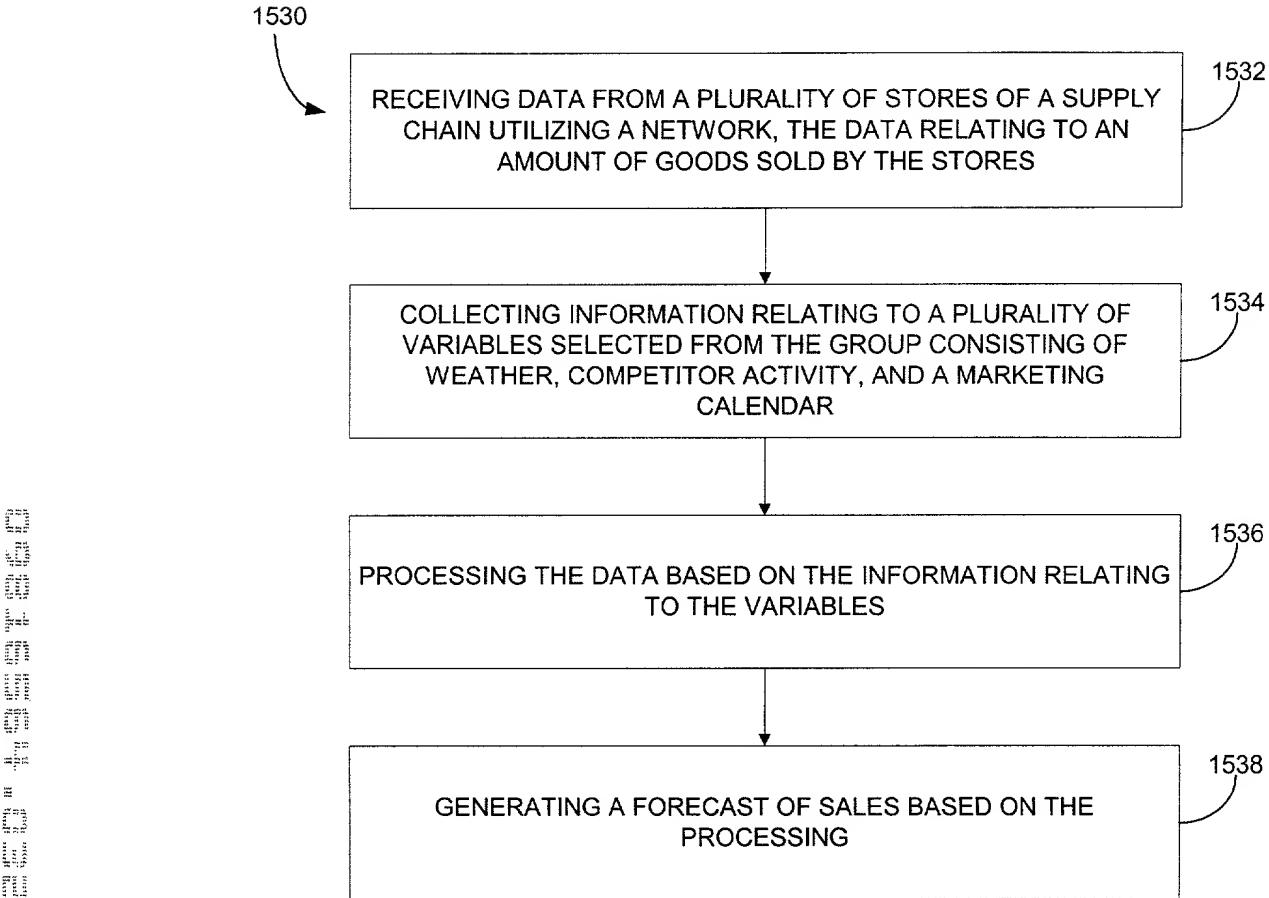


FIG. 15

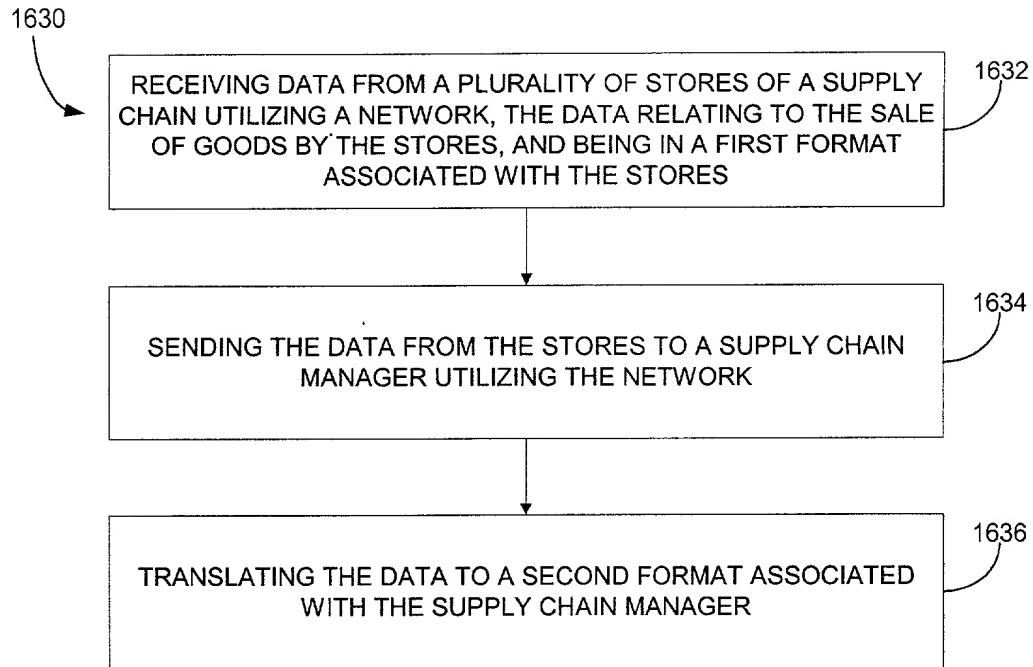


FIG. 16

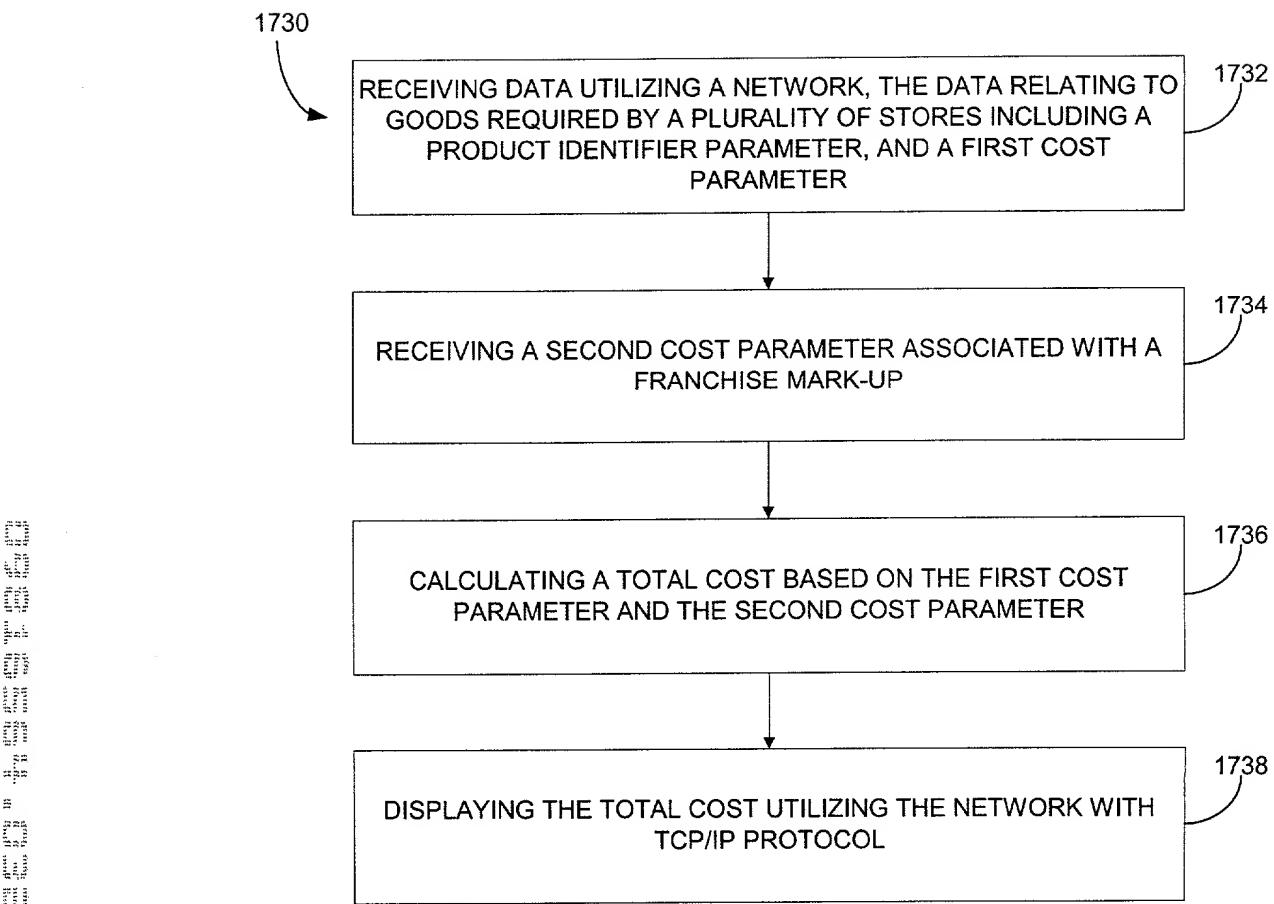


FIG. 17

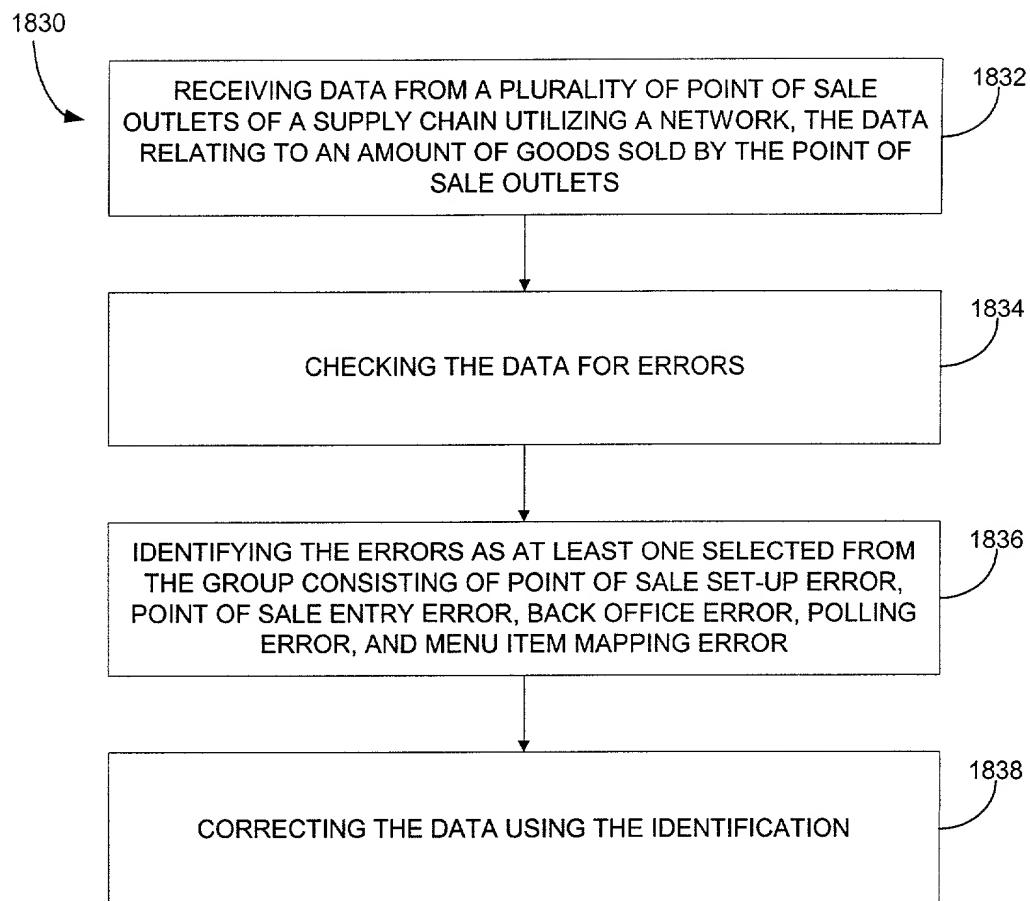


FIG. 18

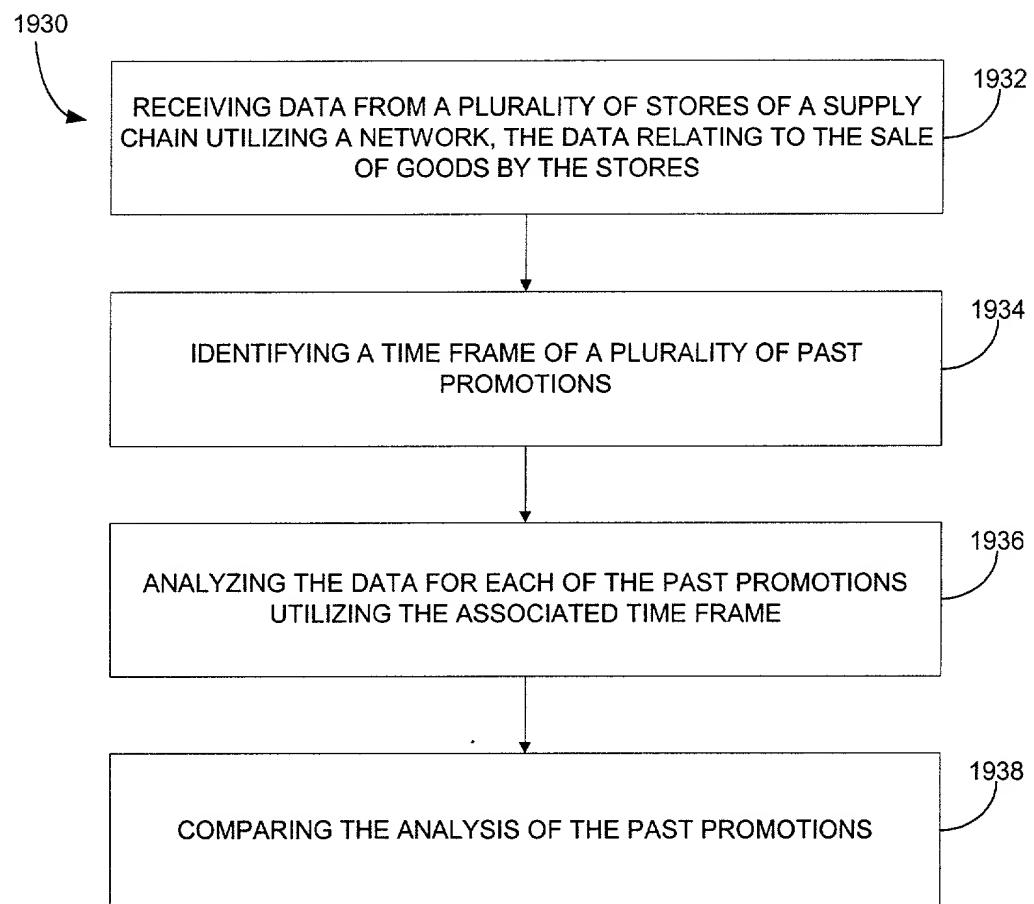


FIG. 19

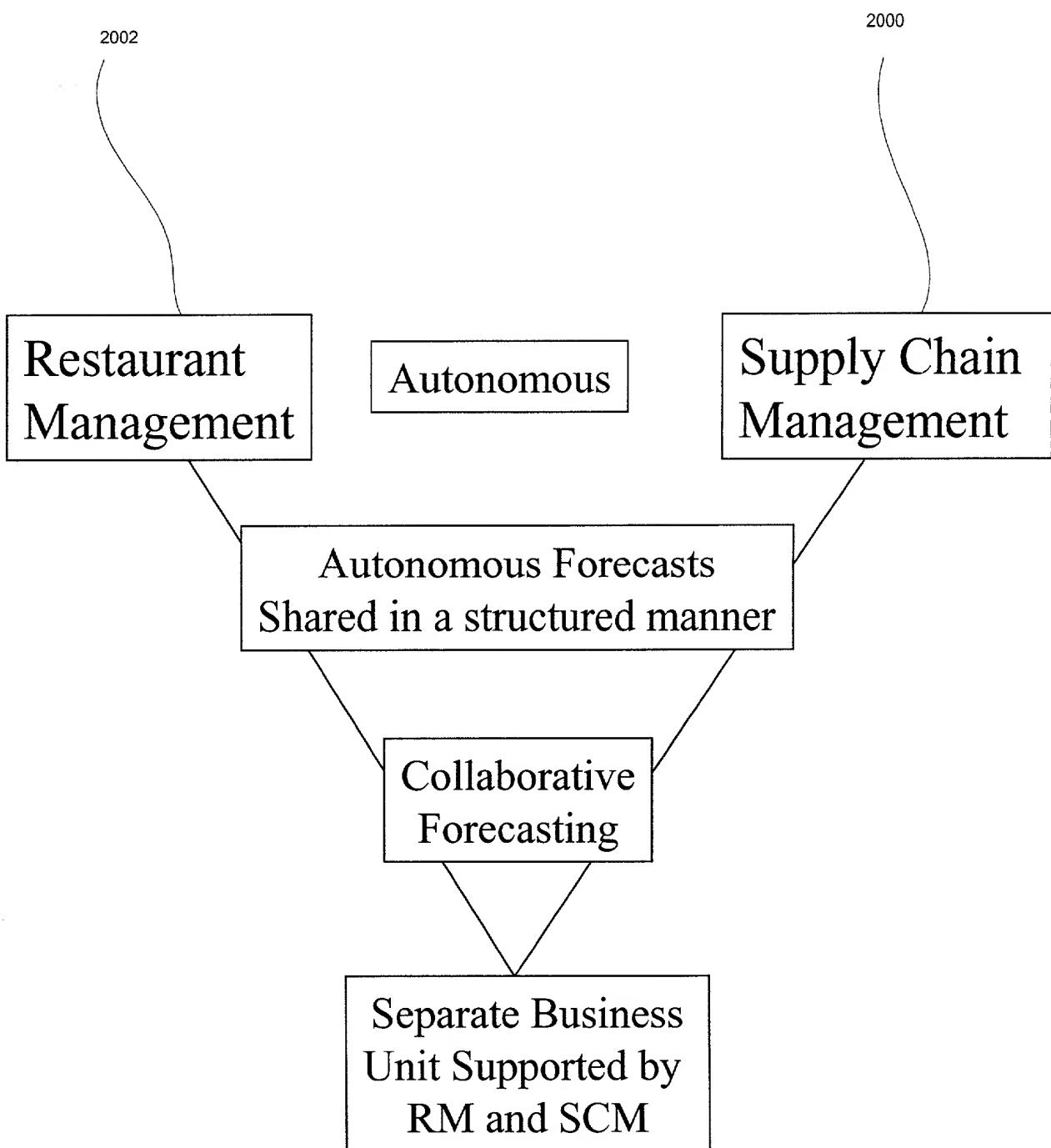
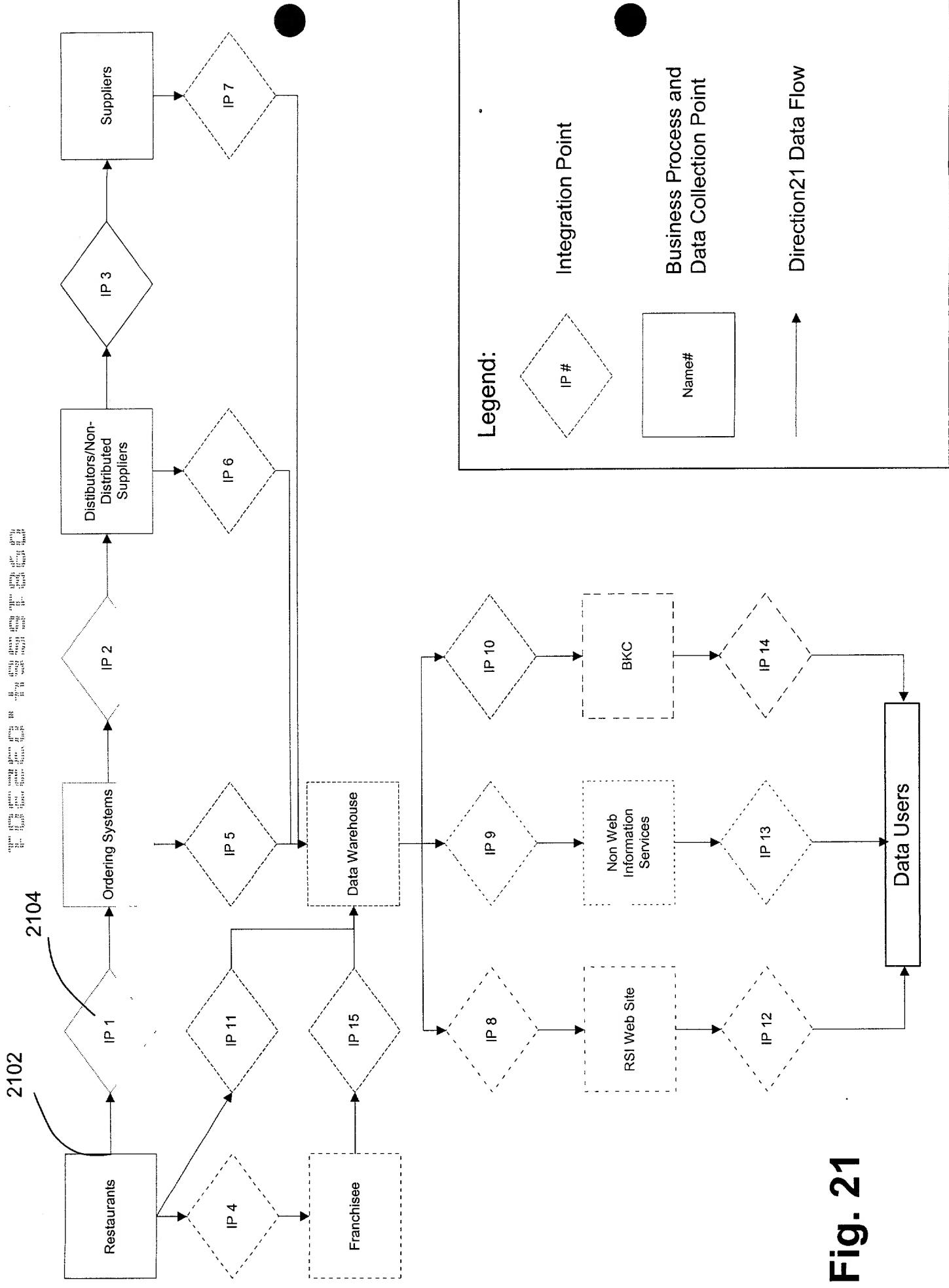


Fig. 20



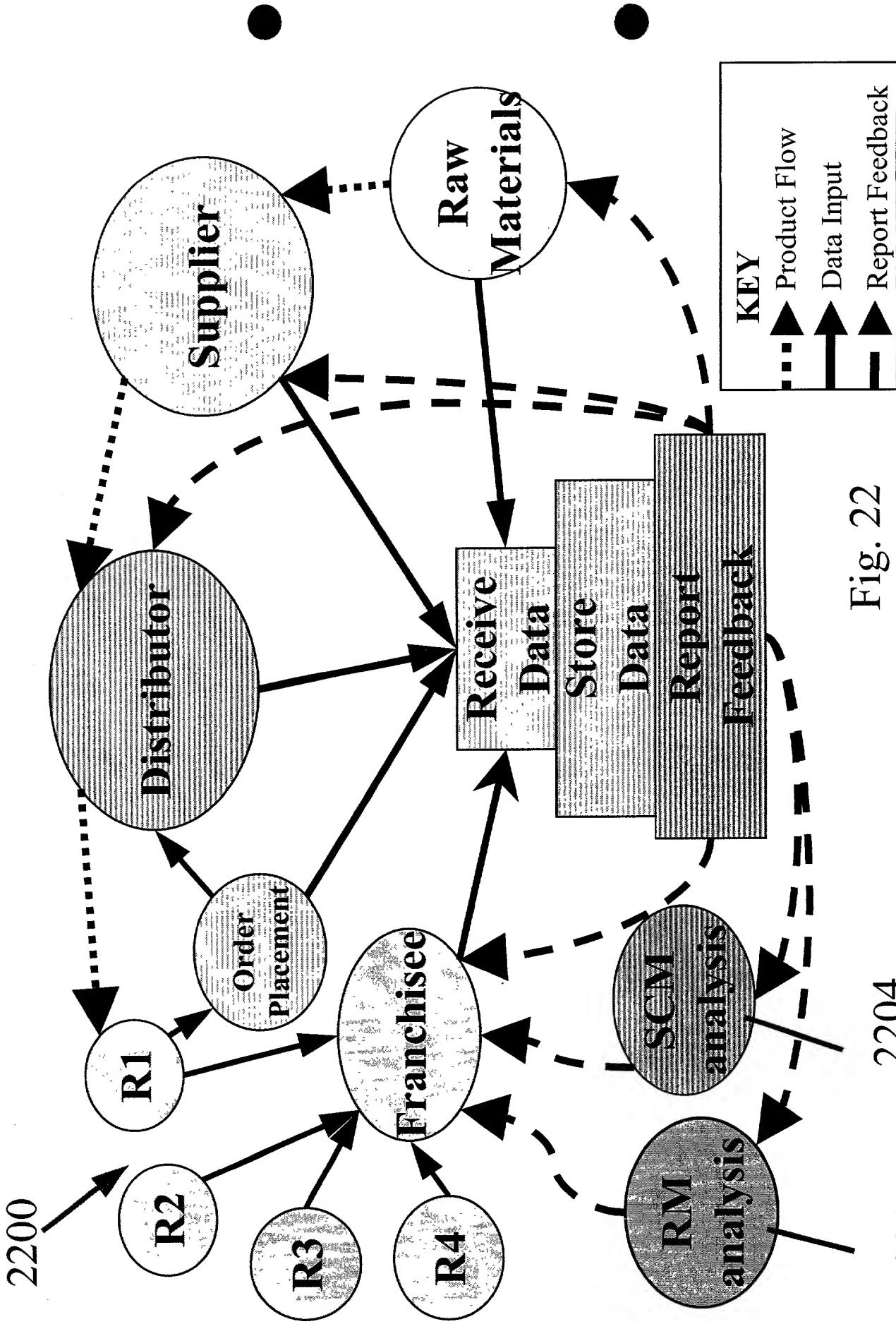


Fig. 22

2202 2204

2200

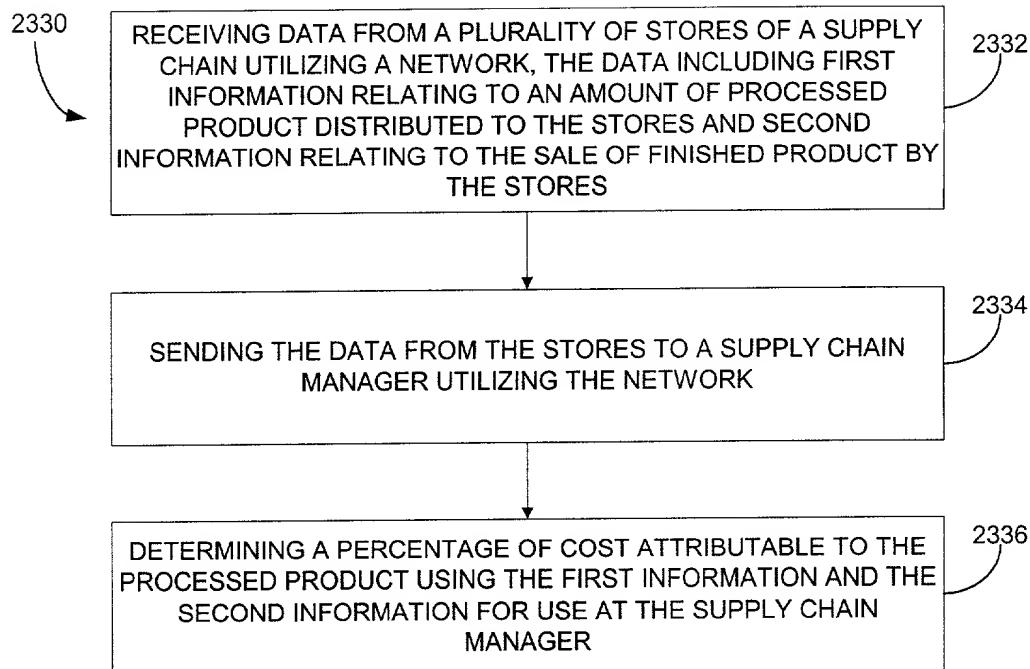


FIG. 23

FIG. 24

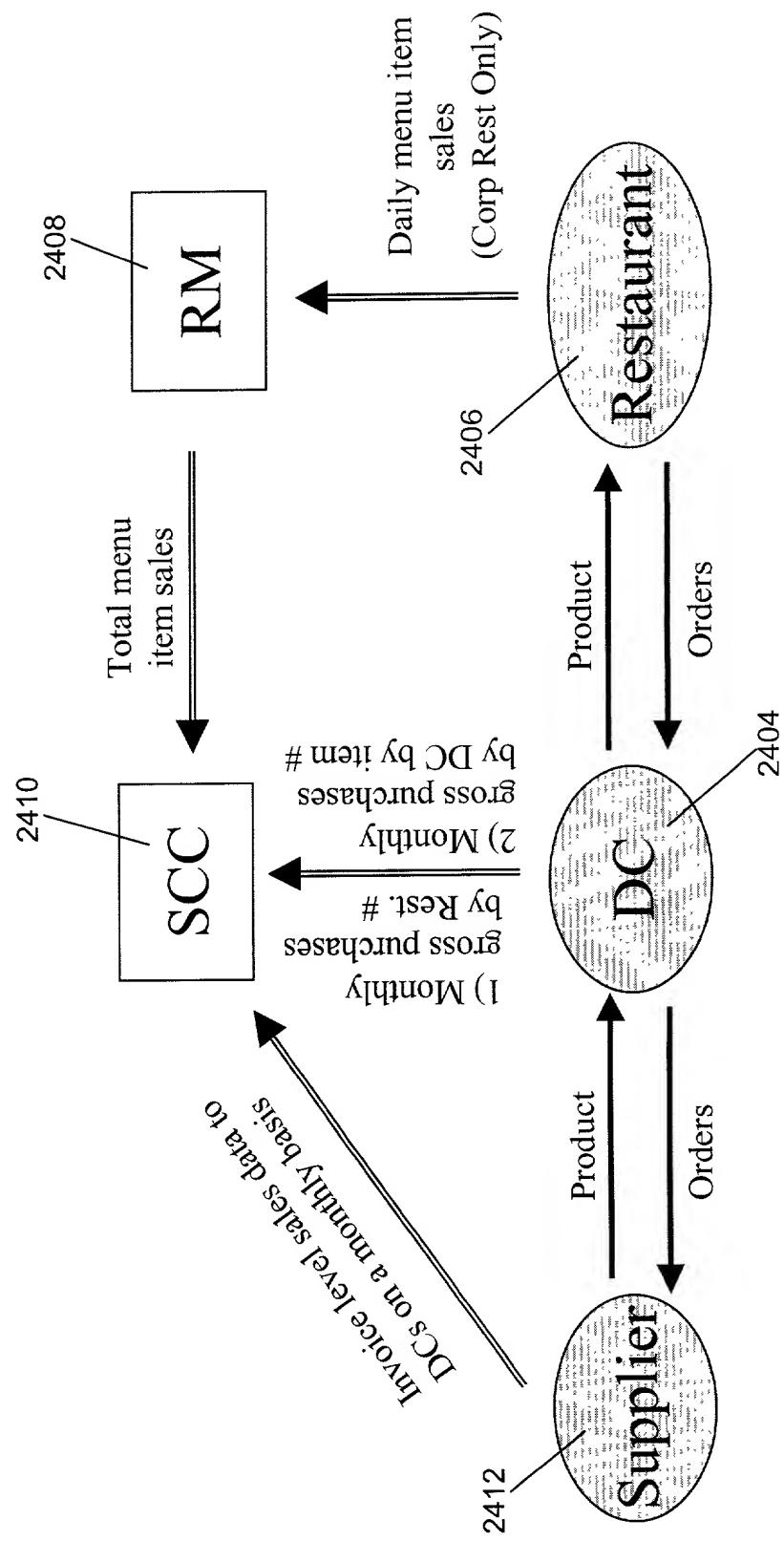


FIG. 25

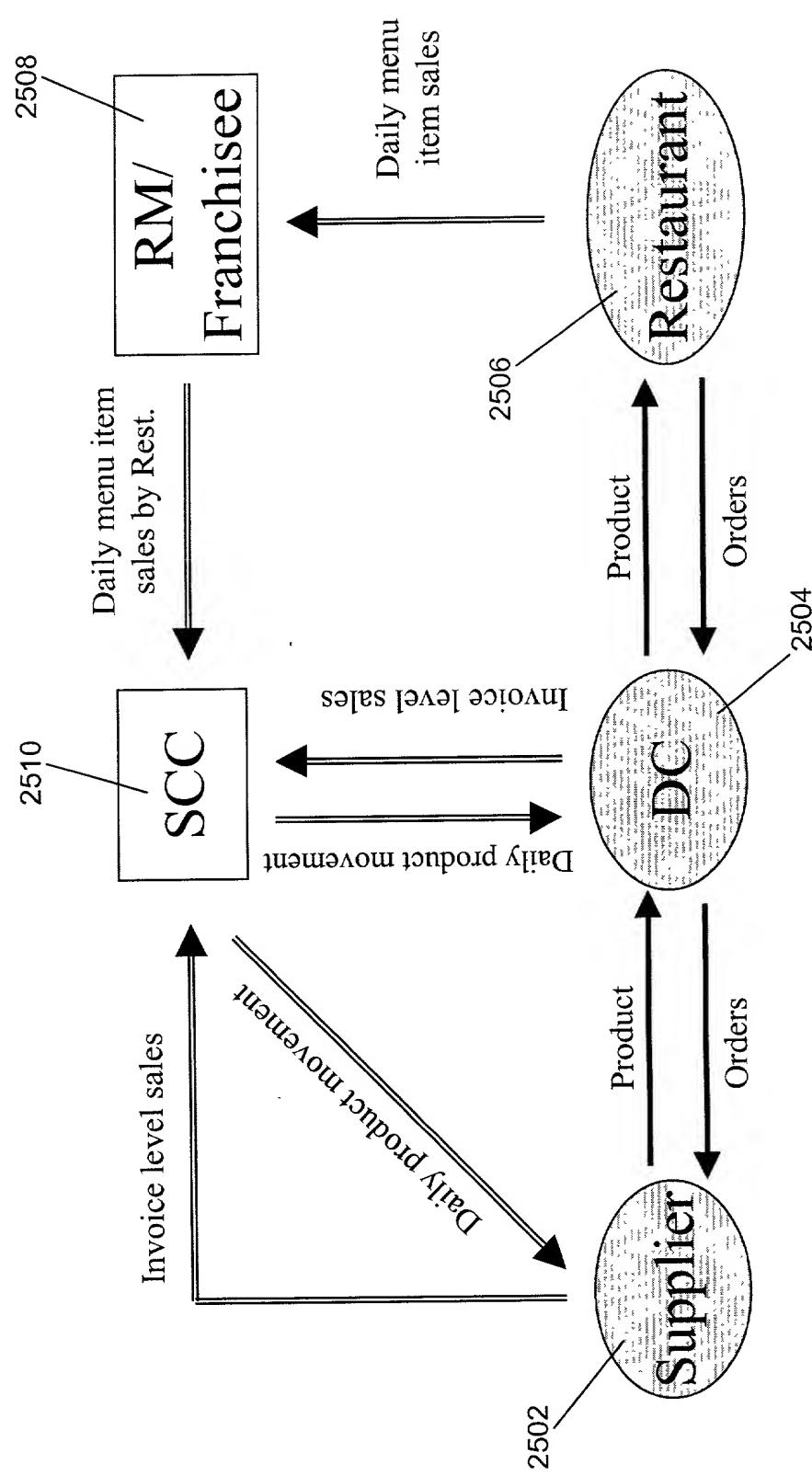


FIG. 26

FIG. 27

Promotional Monitor - System & Regional												
Category	Segment	Historical			Week #1							
		W-4	W-3	W-2	D+1	D+2	D+3	D+4	D+5			
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu/Item Sales for Key Products(units/restaurant/week)												
Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2700

2702

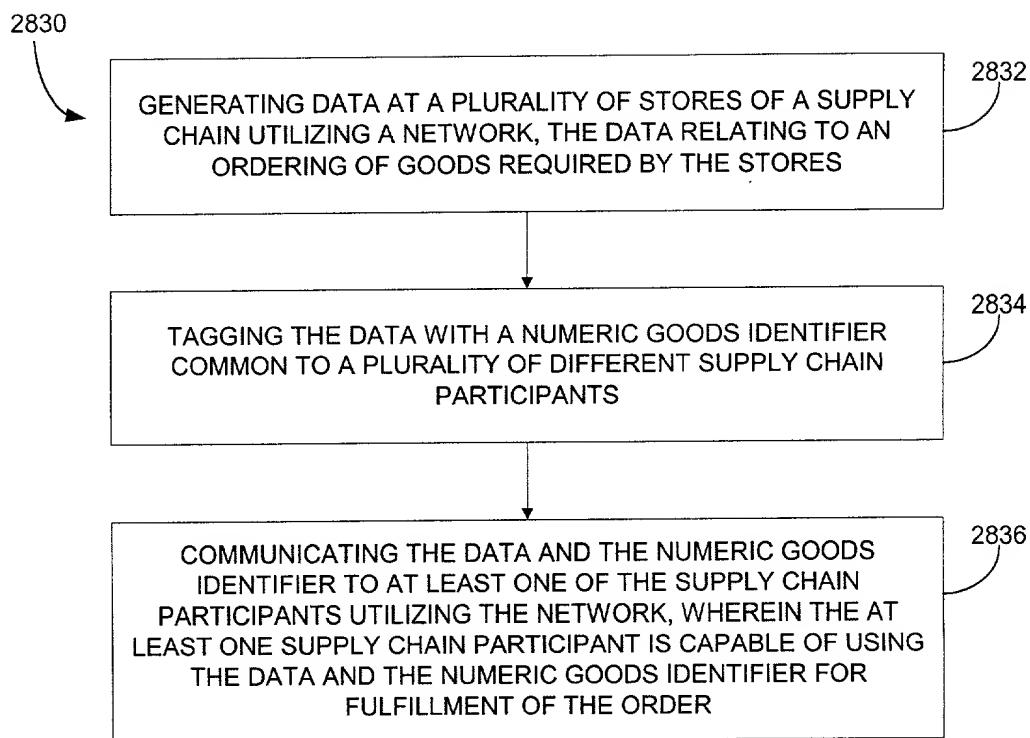


FIG. 28

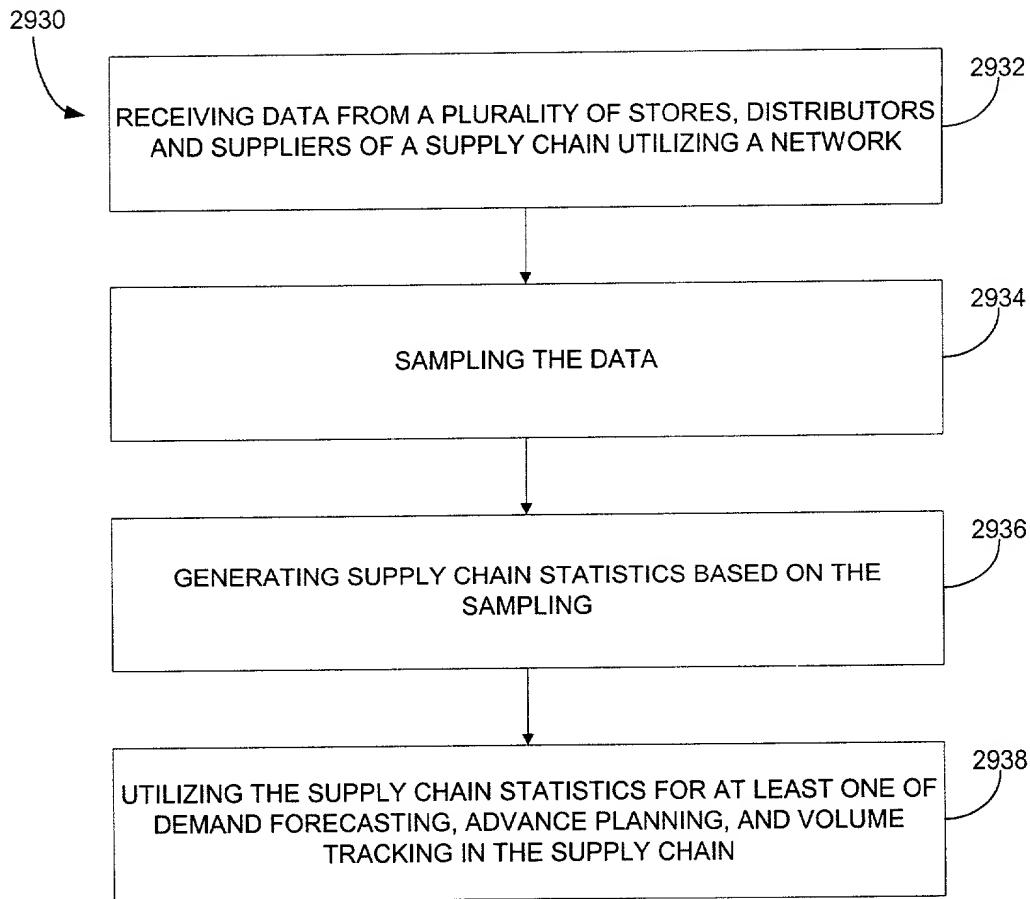


FIG. 29

Distribution Center: Alliant Topeka
 Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70	1060	
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

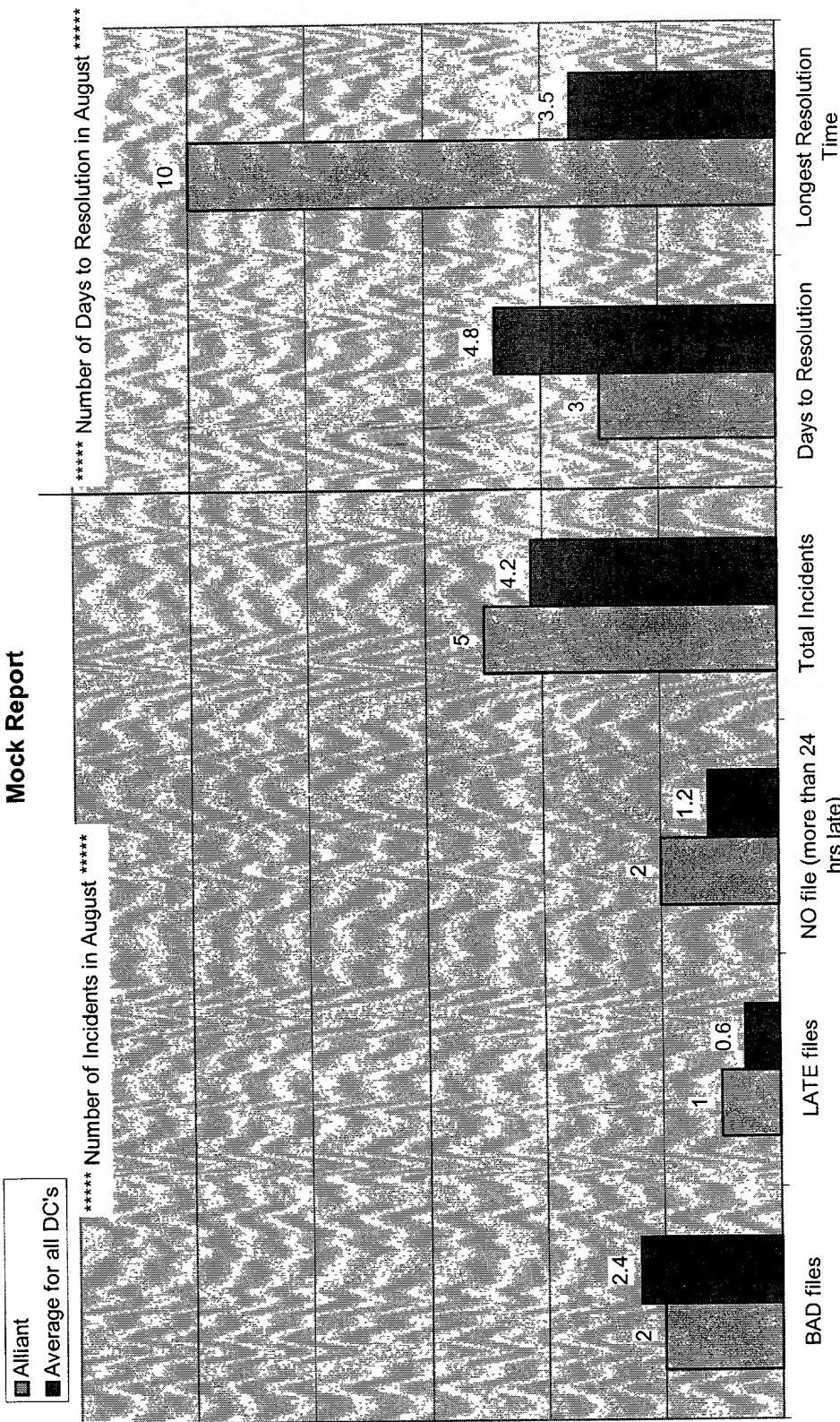
Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

FIG. 31





Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Alliant-Pedoeah	99.14%	90.06%	
Alliant-Topeka	99.05%	68.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	99.85%	98.56%	80.90%
King-Jacksonville	99.78%	94.53%	86.98%
King-Louisville	99.41%		79.25%
Maines 29-Conklin			
Maines 30-Cleveland	99.41%		79.83%
Maines Long Island			#DIV/0!
Maines New England	99.13%	94.15%	
MBM-Fullerton	98.51%	92.88%	#DIV/0!
MBM-Lewisville	99.78%	93.60%	#DIV/0!
MBM-Orlando			#DIV/0!
MBM-Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	98.80%	95.72%	86.84%
McLane-Tibbcock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	96.04%	85.37%
PFD Supply	99.16%	90.79%	#DIV/0!
PFG Victoria	98.42%	#DIV/0!	
PY/A/Monarch	98.20%	97.79%	
Reinhart-Cedar Rapids	98.05%	98.55%	
Reinhart-Oak Creek	99.31%	94.59%	
Reinhart-Rogers	98.50%	95.89%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.98%	16.13%
Shamrock Phoenix	98.84%	98.68%	
Sigma-Hanispburg	99.08%		82.68%
Sigma-Stockton	99.66%		
Sysco	98.88%	100.00%	100.00%

	Fill Rate	On-Time	Perfect Order
BK/C Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

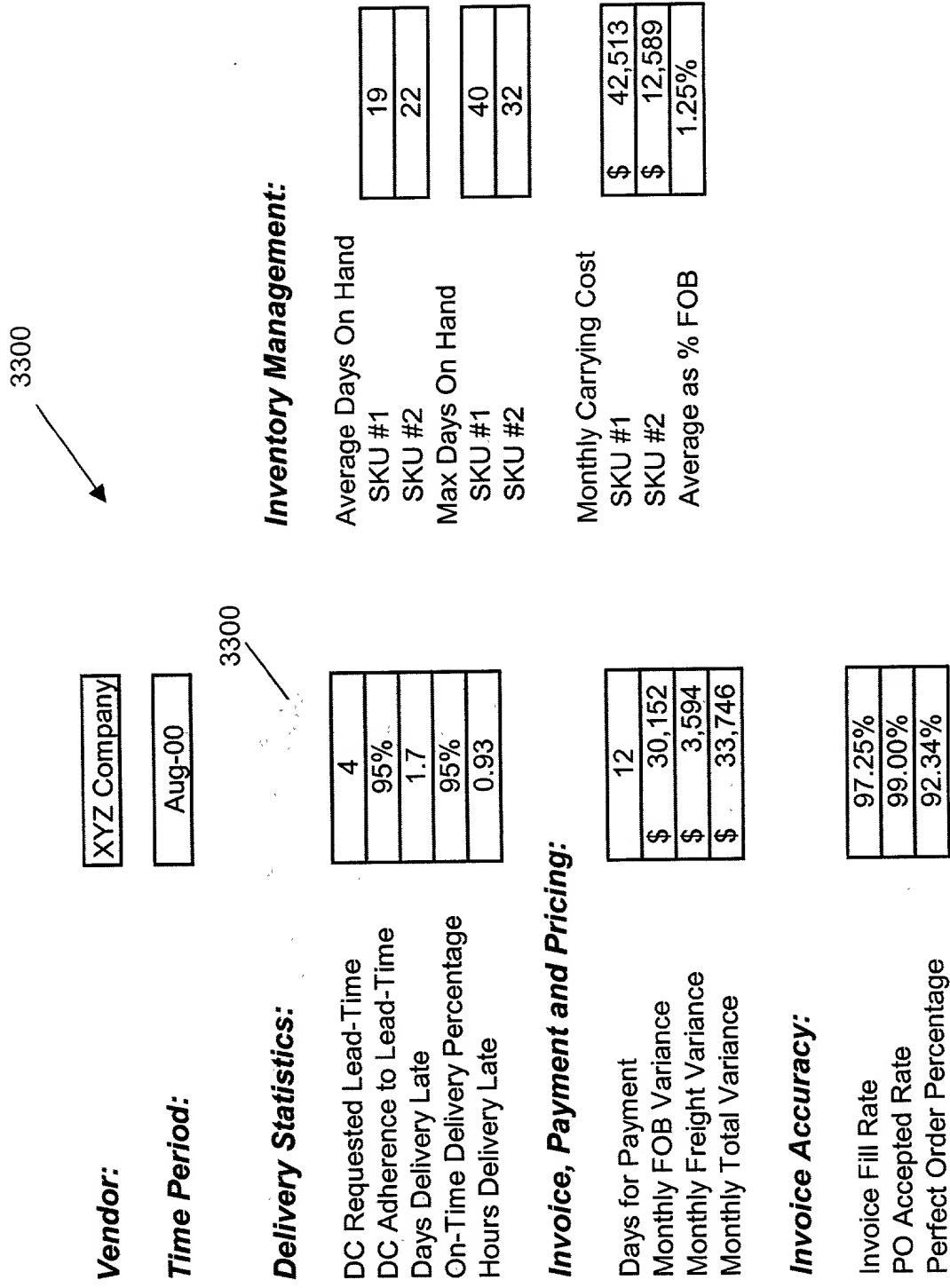


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

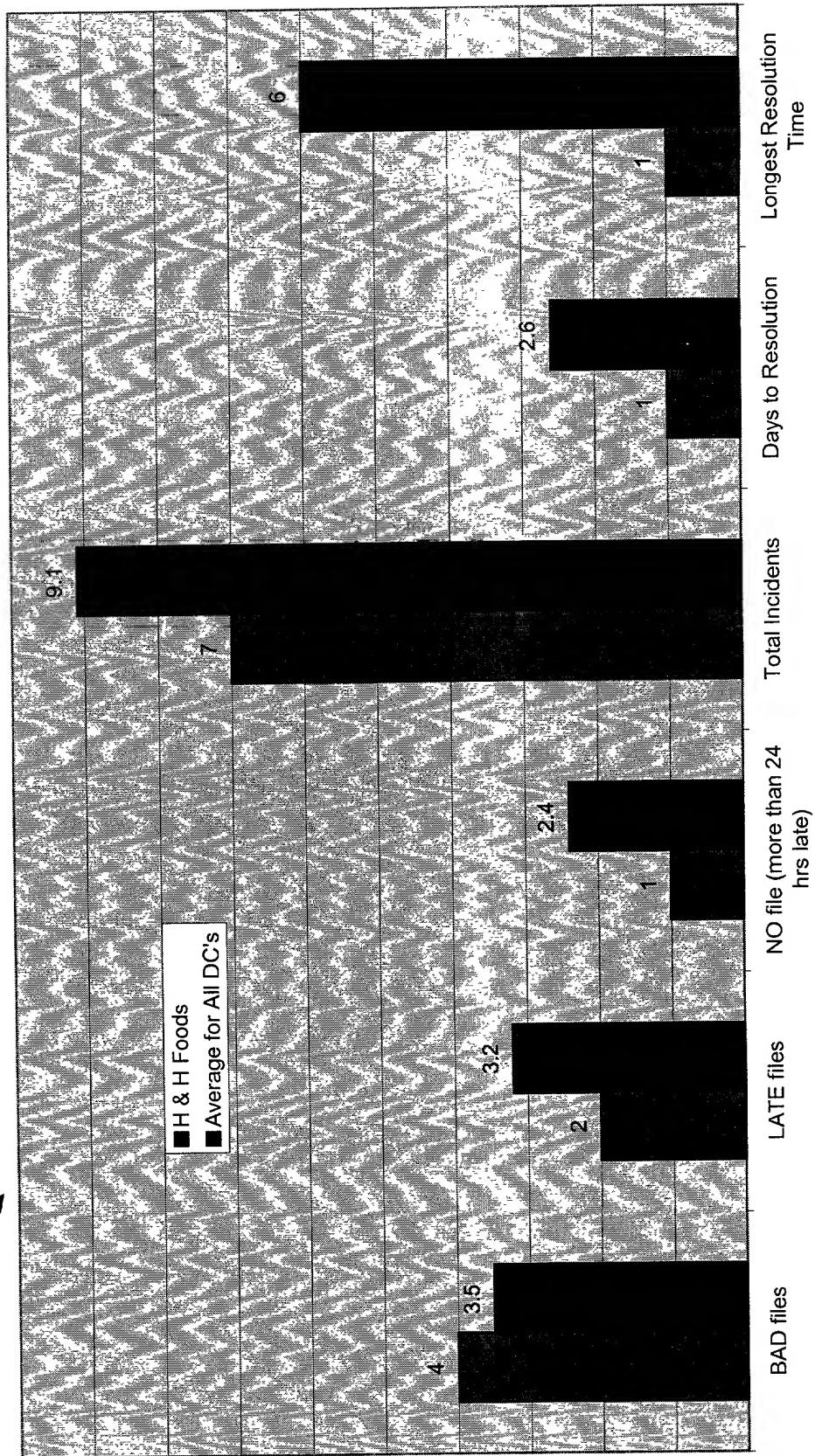


FIG. 35



3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly carrying % Invoice FOB
GOODIES	\$1,964		2.33%
COMARK INSTRUMENTS INC.	\$4,488		
WHITEFORD FOODS, INC.	\$0	97.3%	24.1%
LEPAGE BAKERY / COUNTRY KITCHEN	\$2,700		
NCR SYSTEMMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.150%
MAUI CUP	\$0		
MIRA PLASTICS	\$350		1.25%
DIXIE PRODUCE & PACKAGING			
NOR LAKE, INC.	\$0		1.46%
FOR JAMES OPERATING COMPANY	\$0		1.90%
FRESH ADVANTAGE KC	\$0	95.6%	
SILVER KING MN. CORP	\$0		
TYSON FOODS	\$0		
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE			2.51%
COUGHERTY PACKING			
BEVERAGE AIR	\$0	93.4%	2.06%
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	
Didn't meet RSI Min.	

Mock Report/1

3600



	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

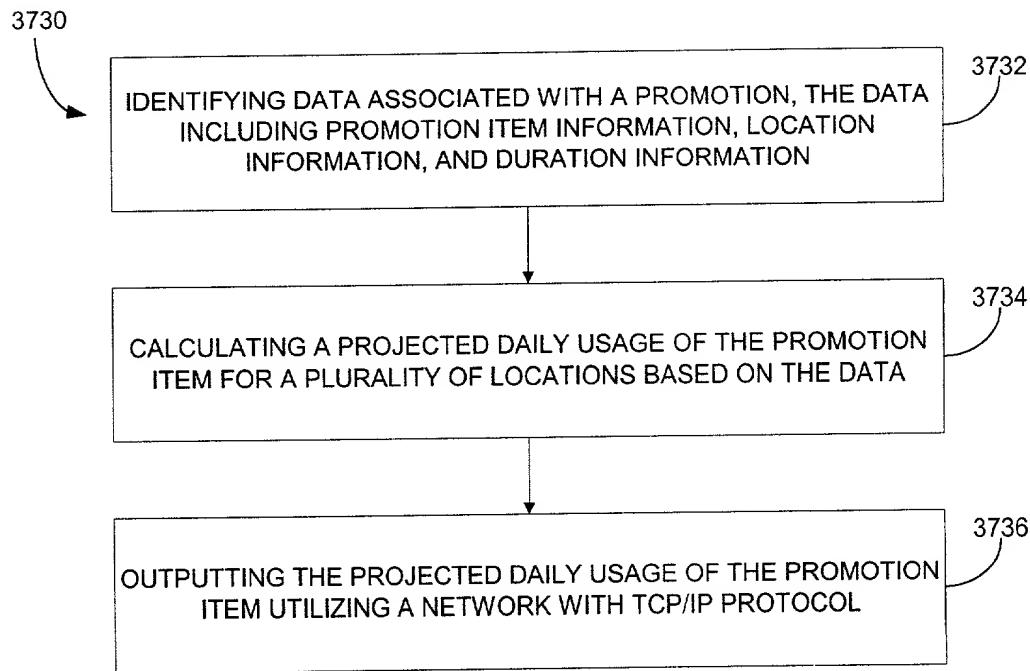


FIG. 37

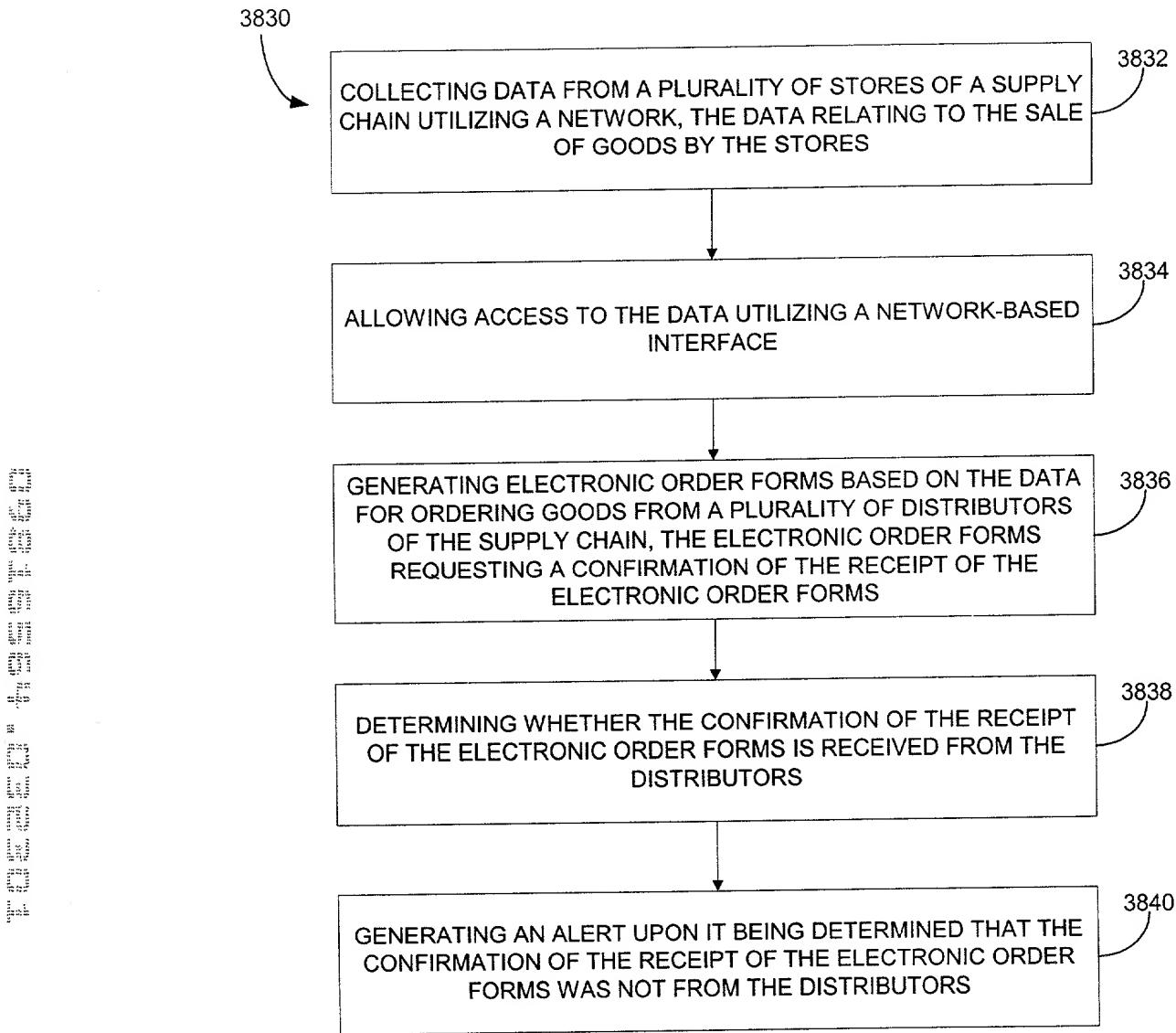


FIG. 38

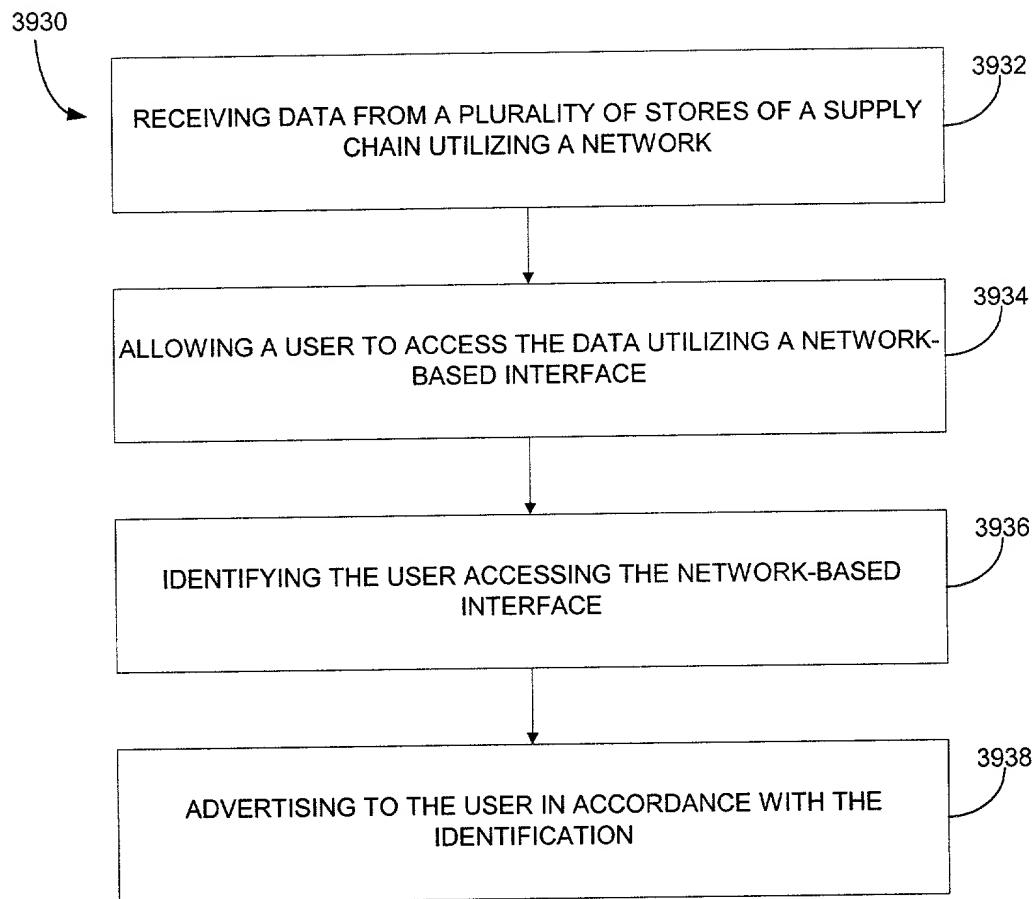


FIG. 39

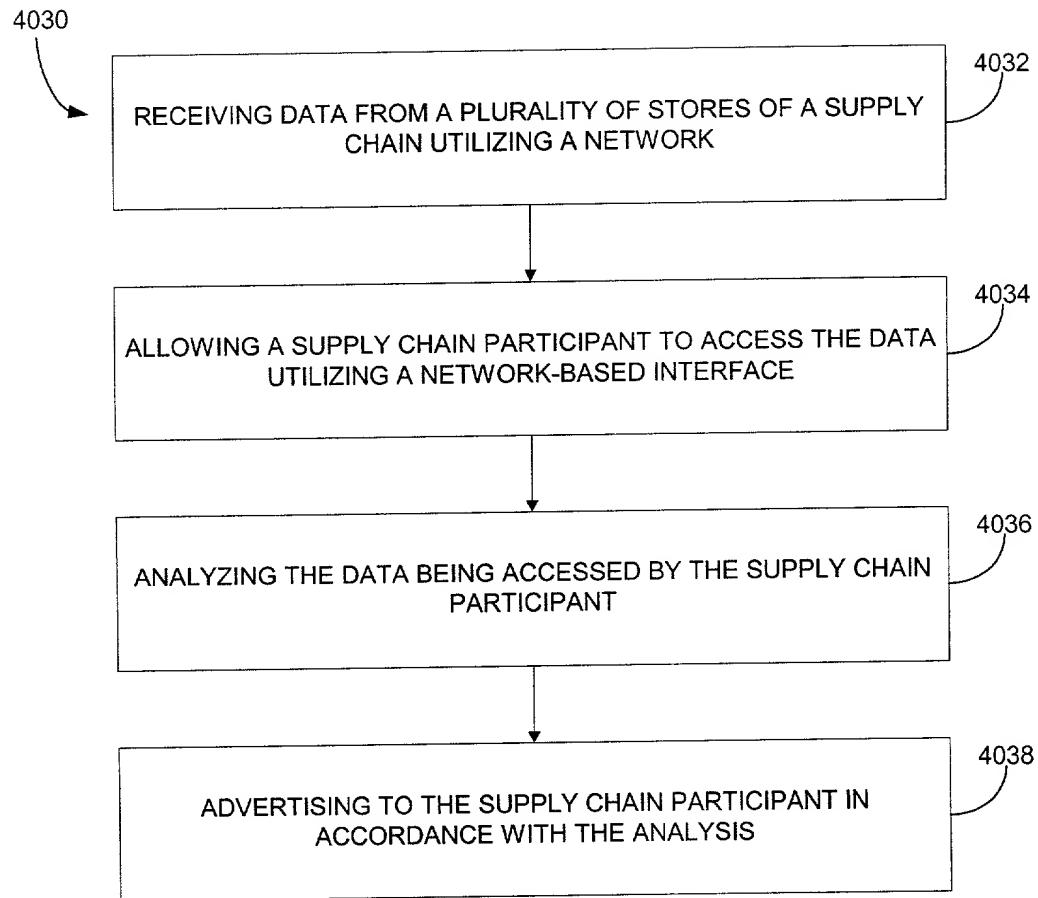


FIG. 40

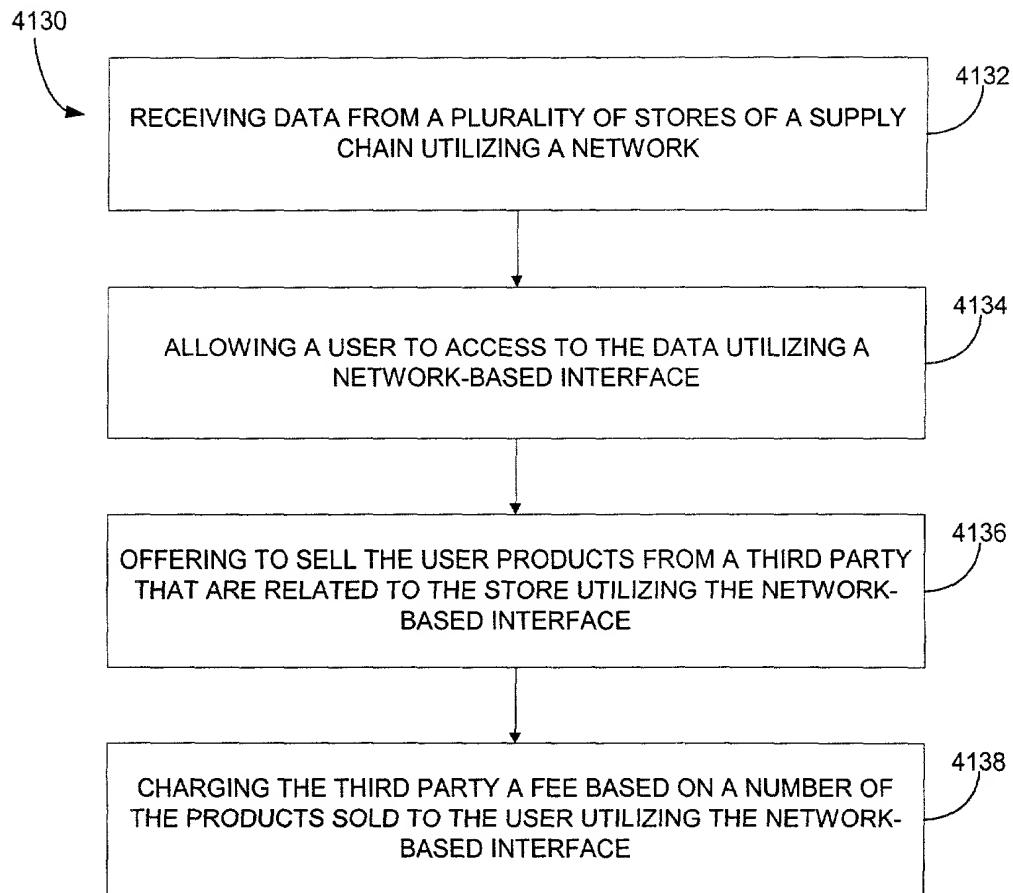


FIG. 41

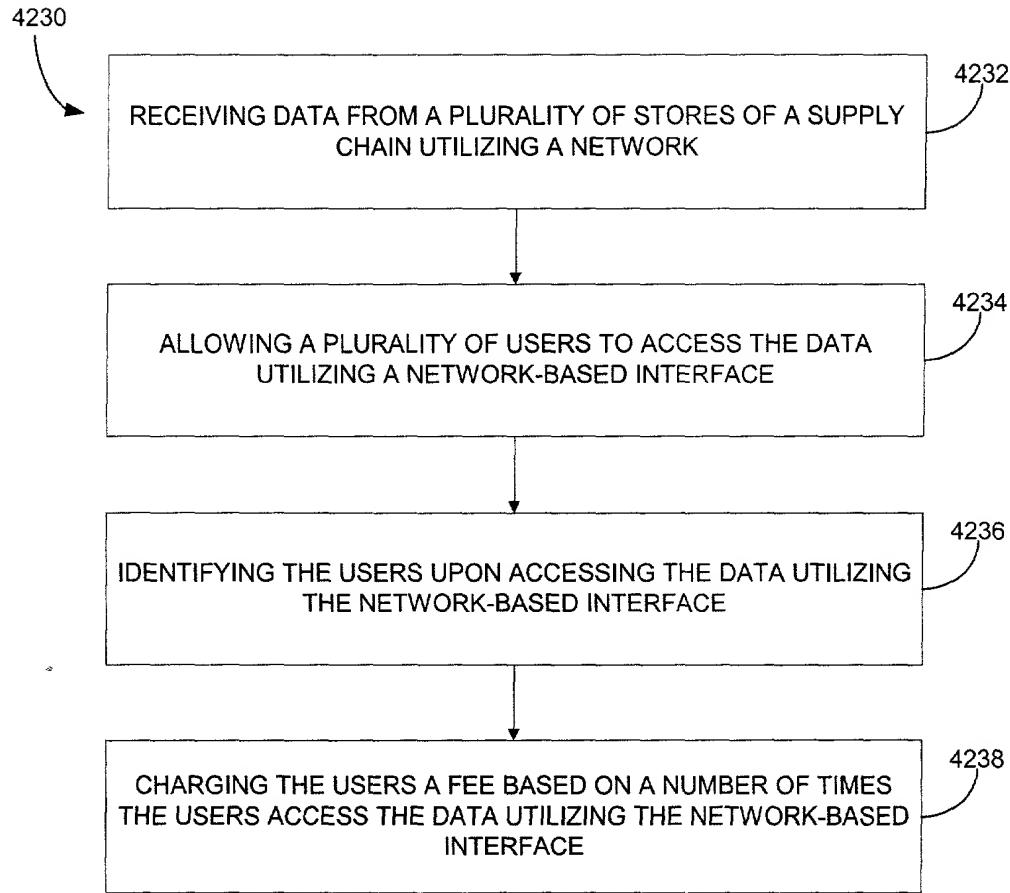


FIG. 42

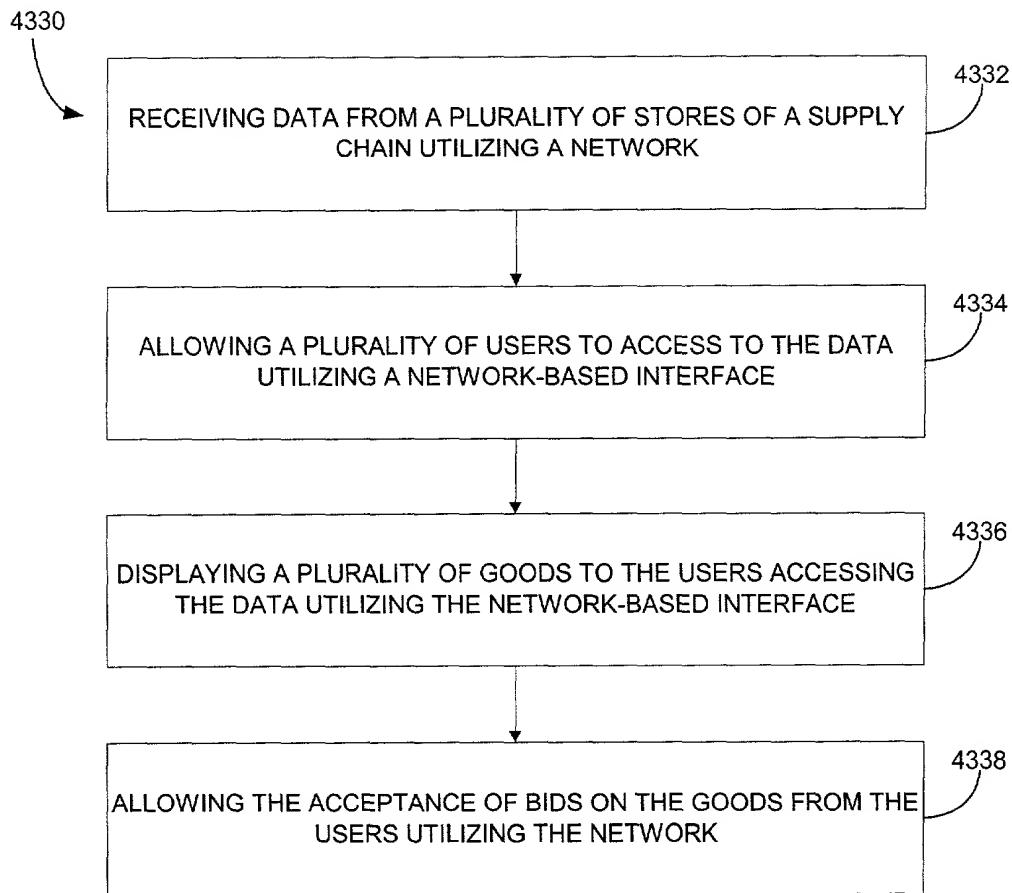


FIG. 43A

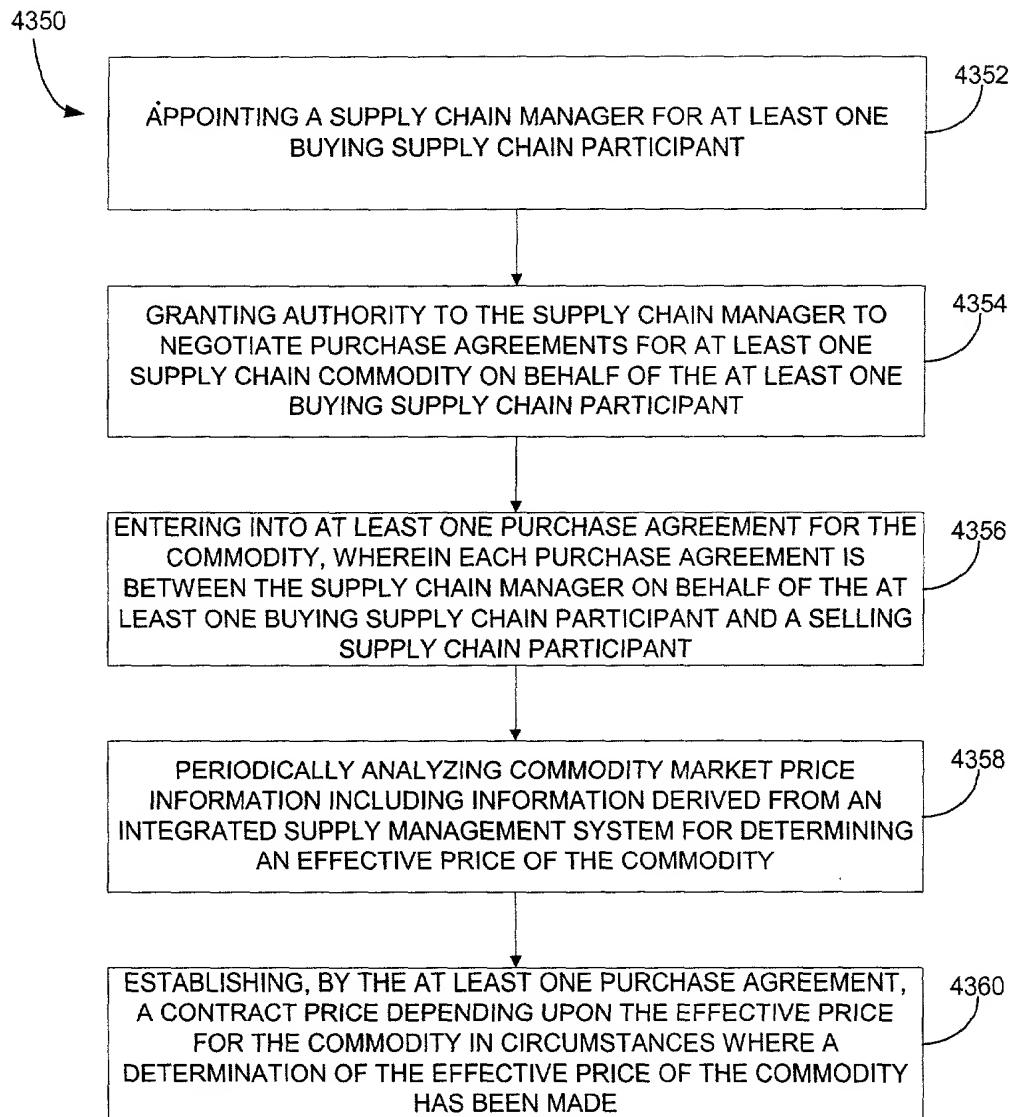


FIG. 43B

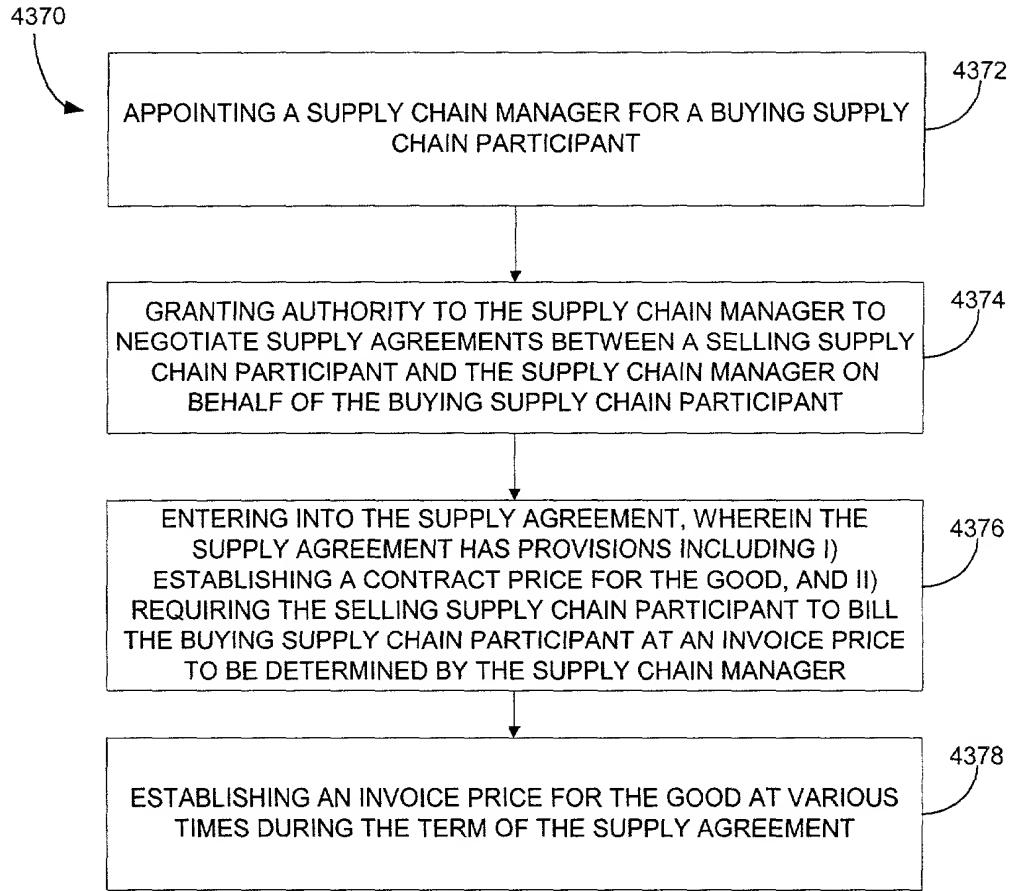


FIG. 43C

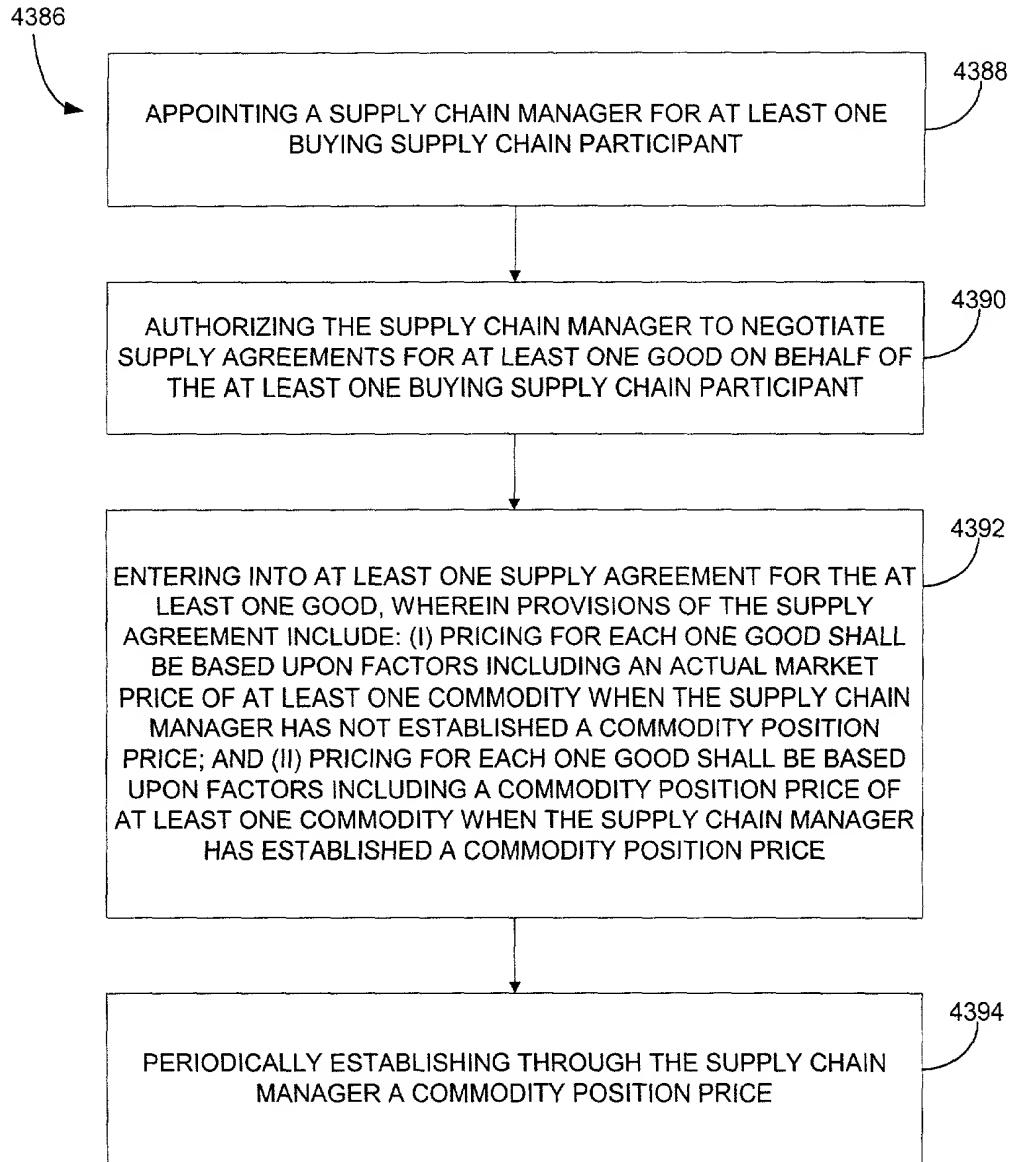


FIG. 43D

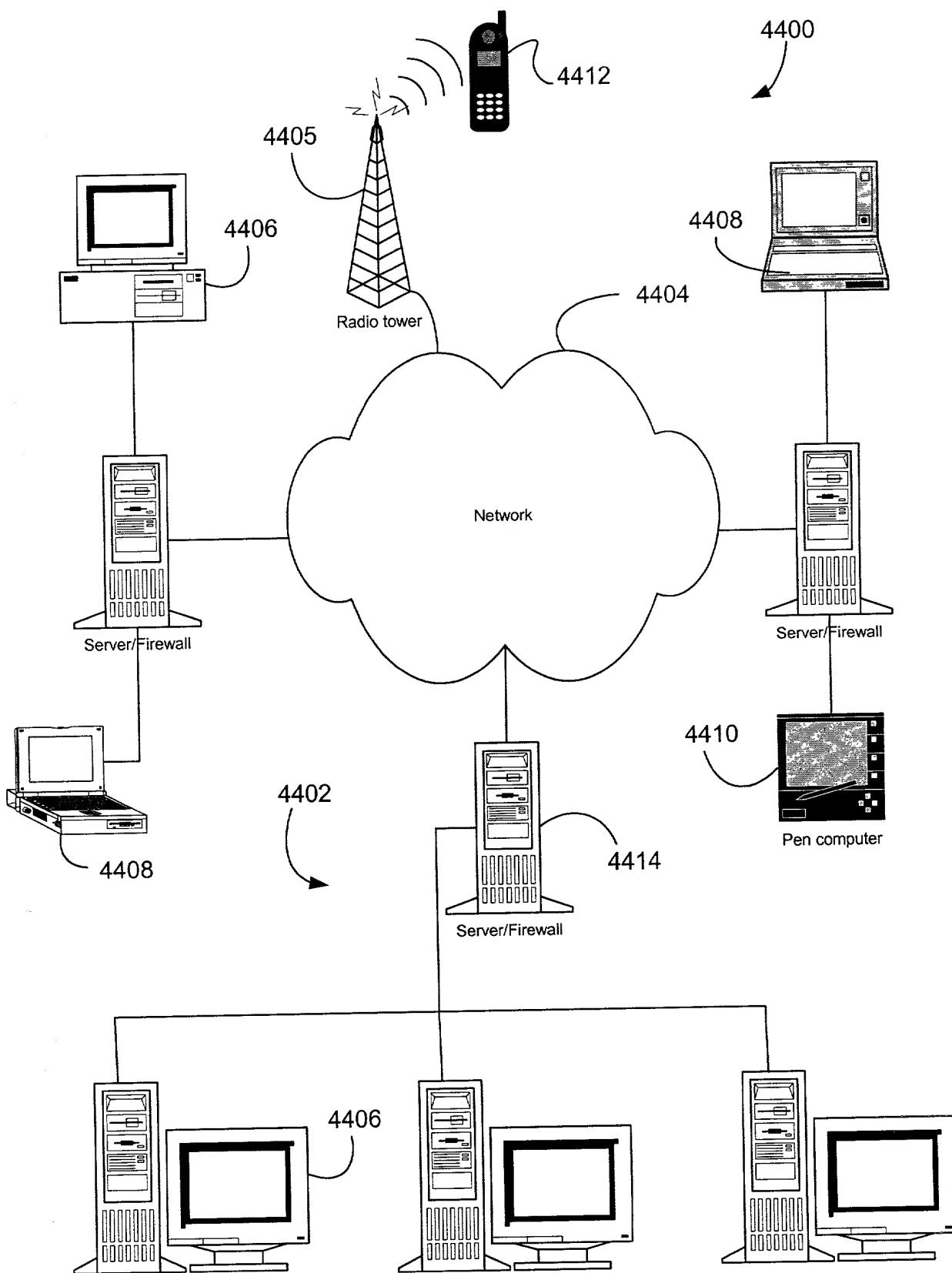
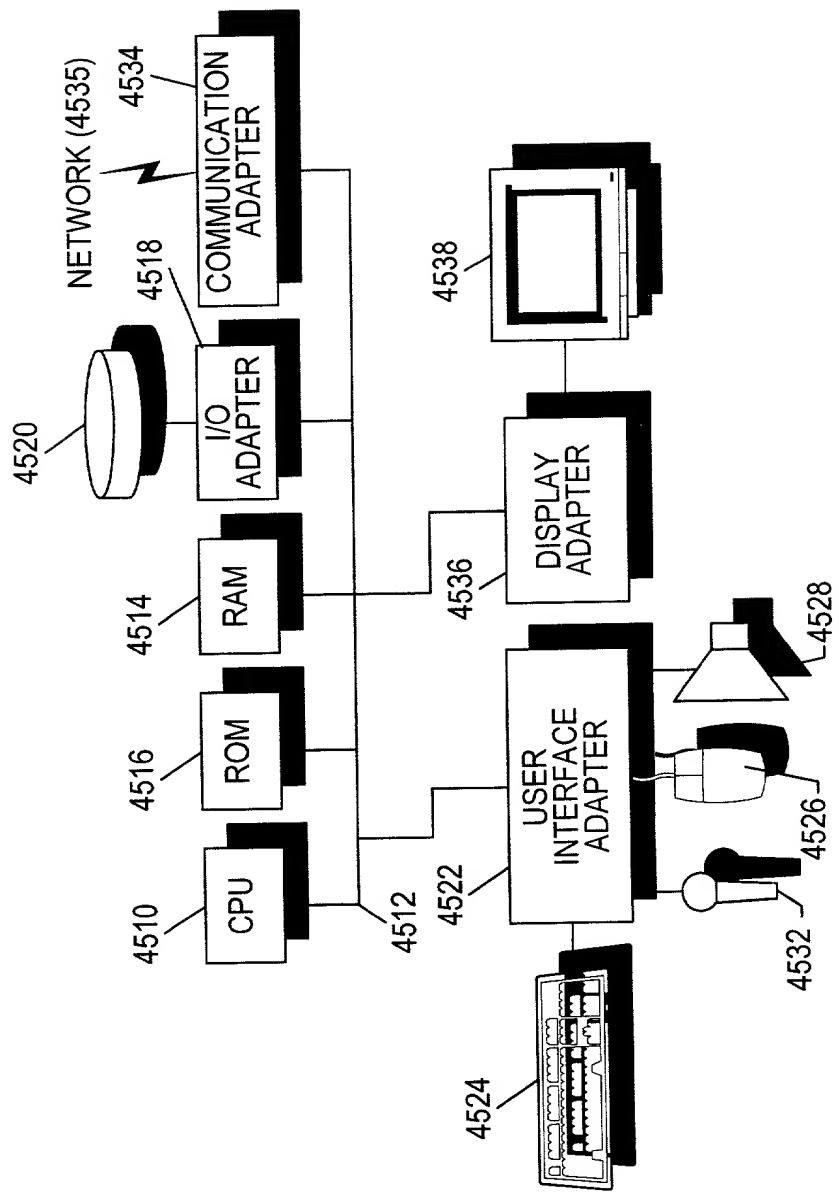


FIG. 44

FIG. 45



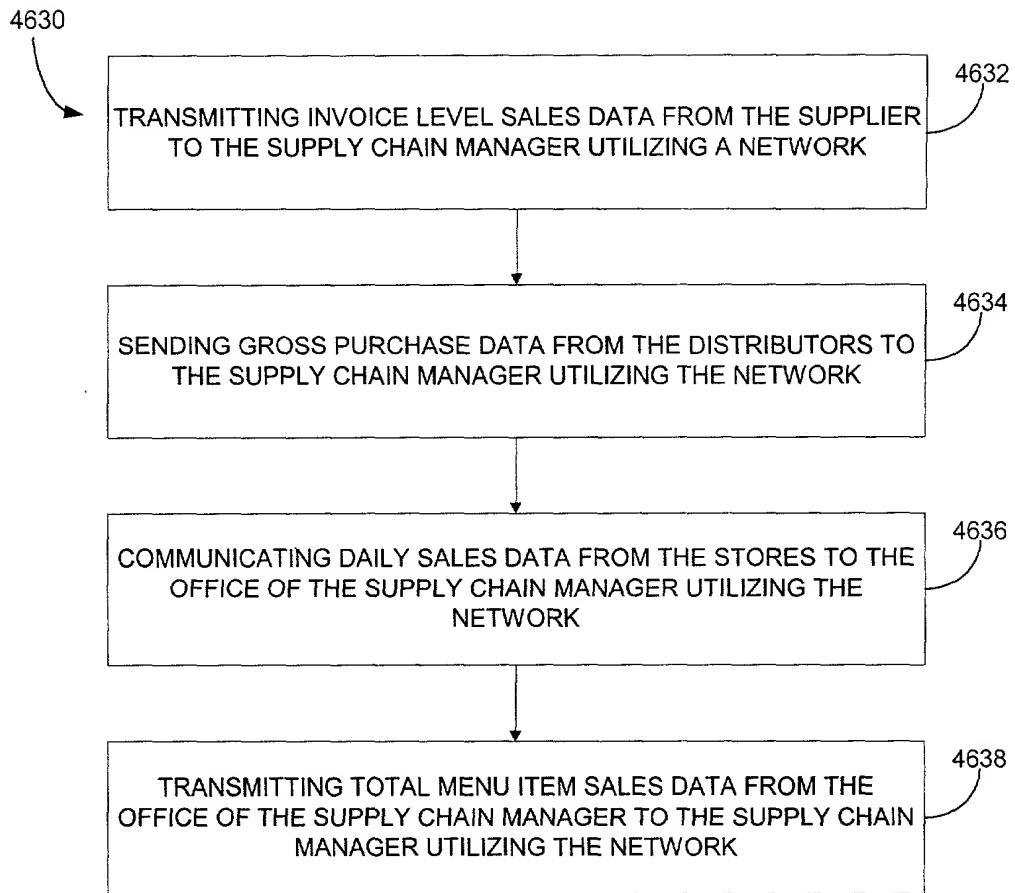


FIG. 46

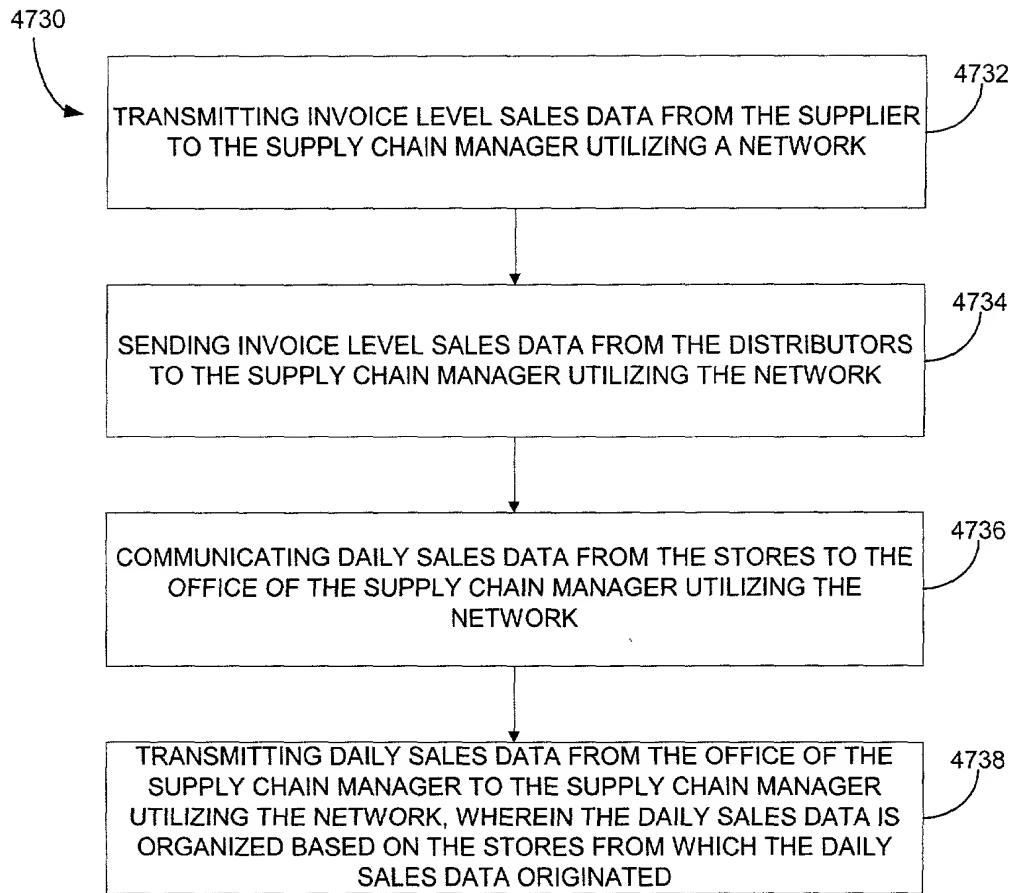


FIG. 47

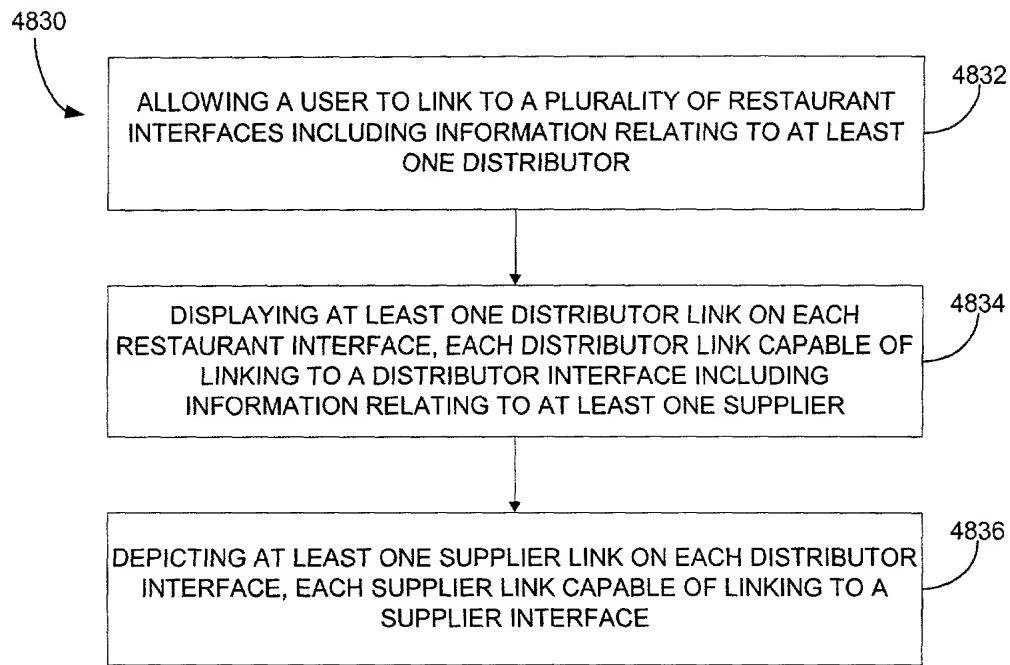


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Links

RSI

BURGER KING® System Independent Purchasing & Distribution Service Co-op

Franchisee

4902

4904

About RSI

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

Help BKC Link NFA Link

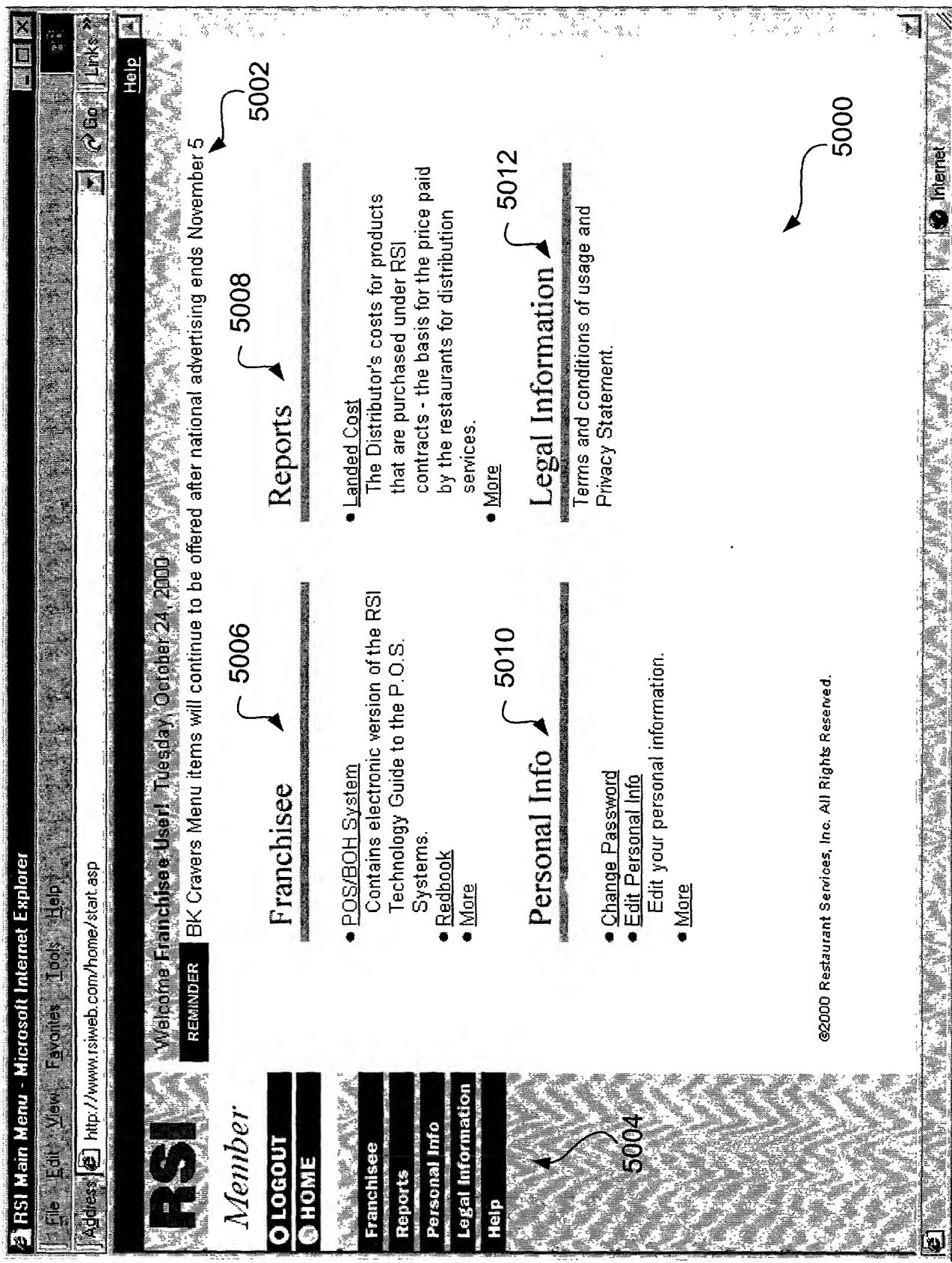
NFA

RSI

Internet

FIG. 49

FIG. 50



PRINTED ON ONE SIDE OF A TWO-SIDED SHEET OF PAPER
PRINTED ON ONE SIDE OF A TWO-SIDED SHEET OF PAPER

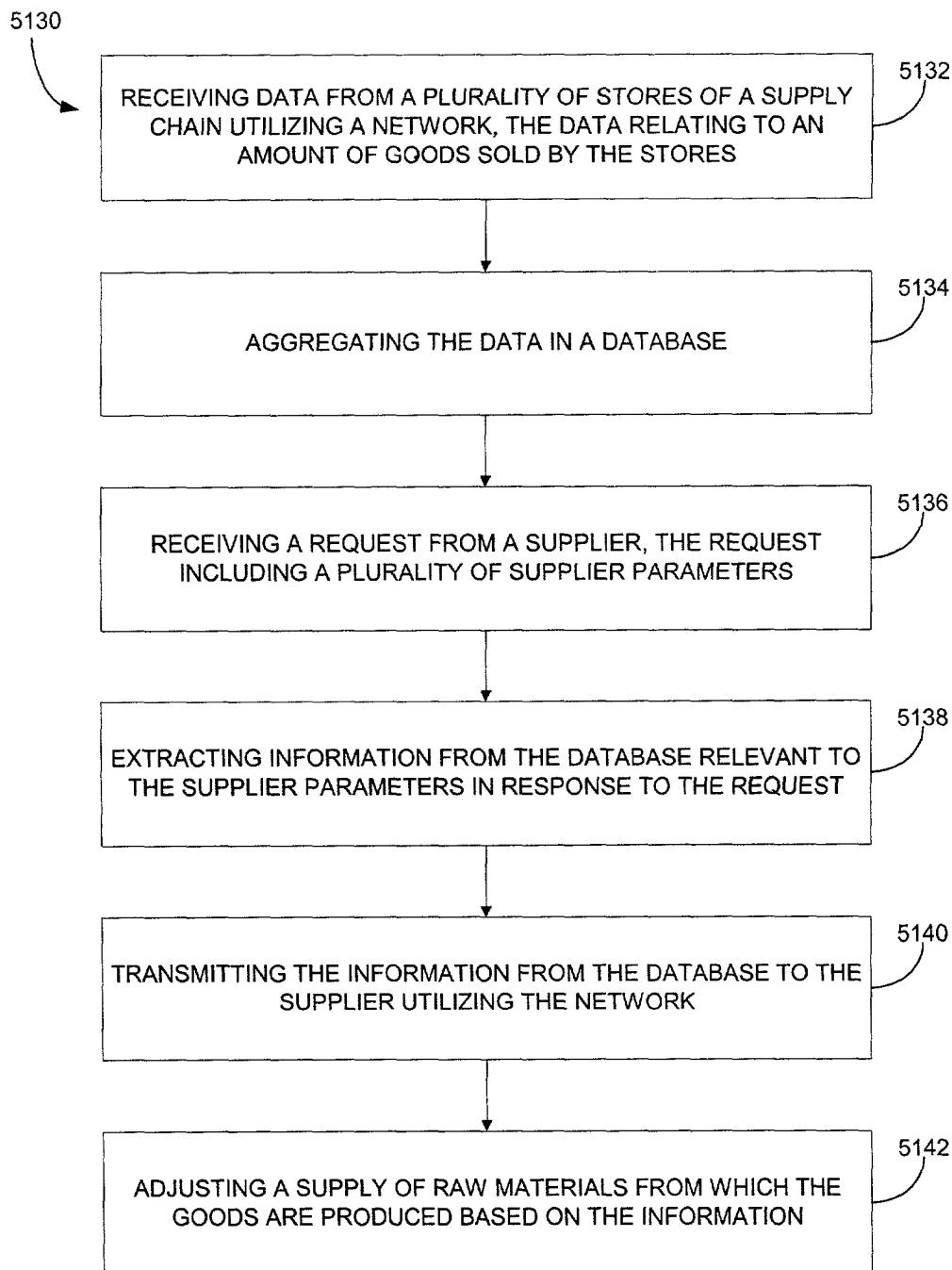


FIG. 51

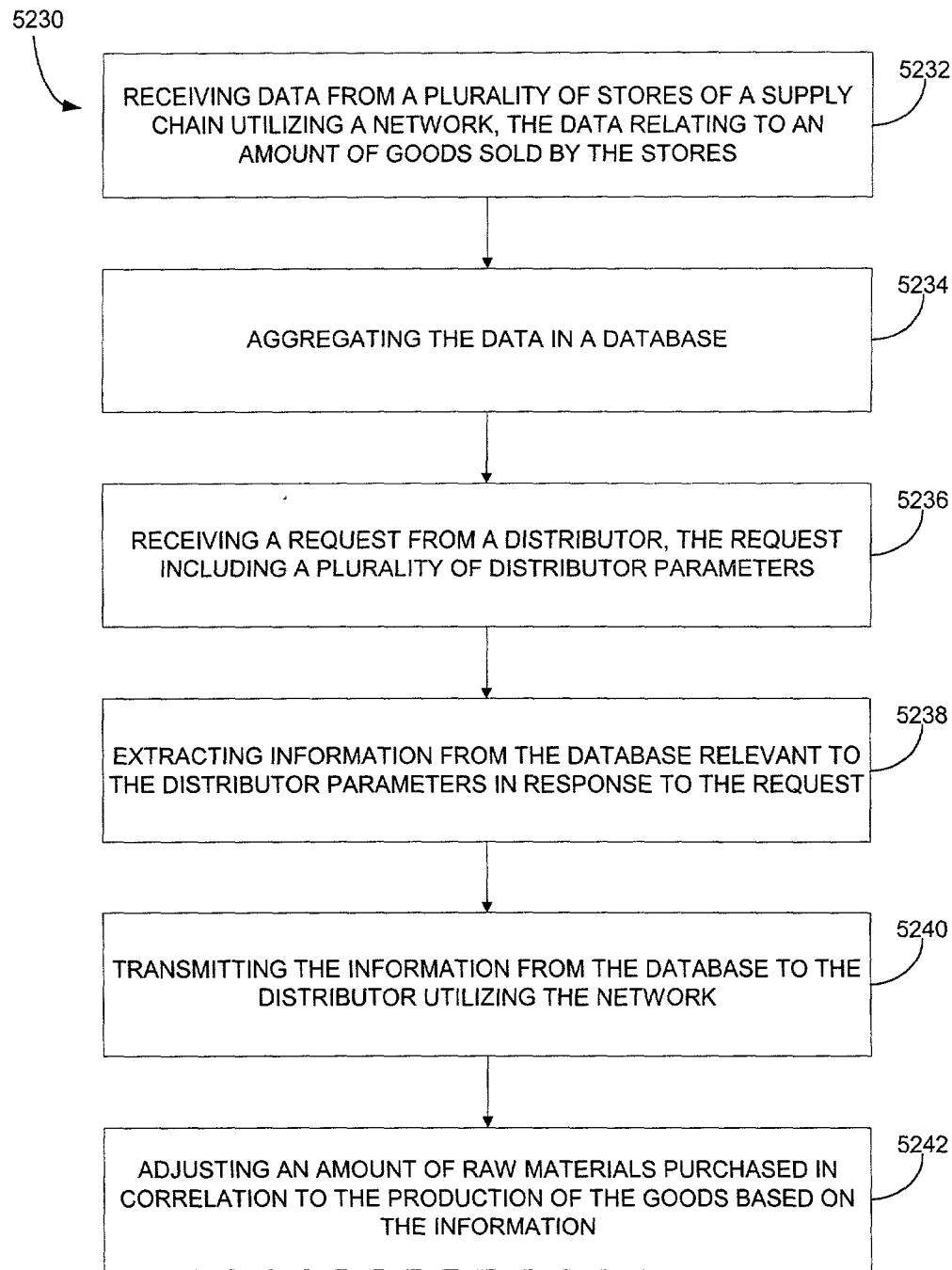


FIG. 52

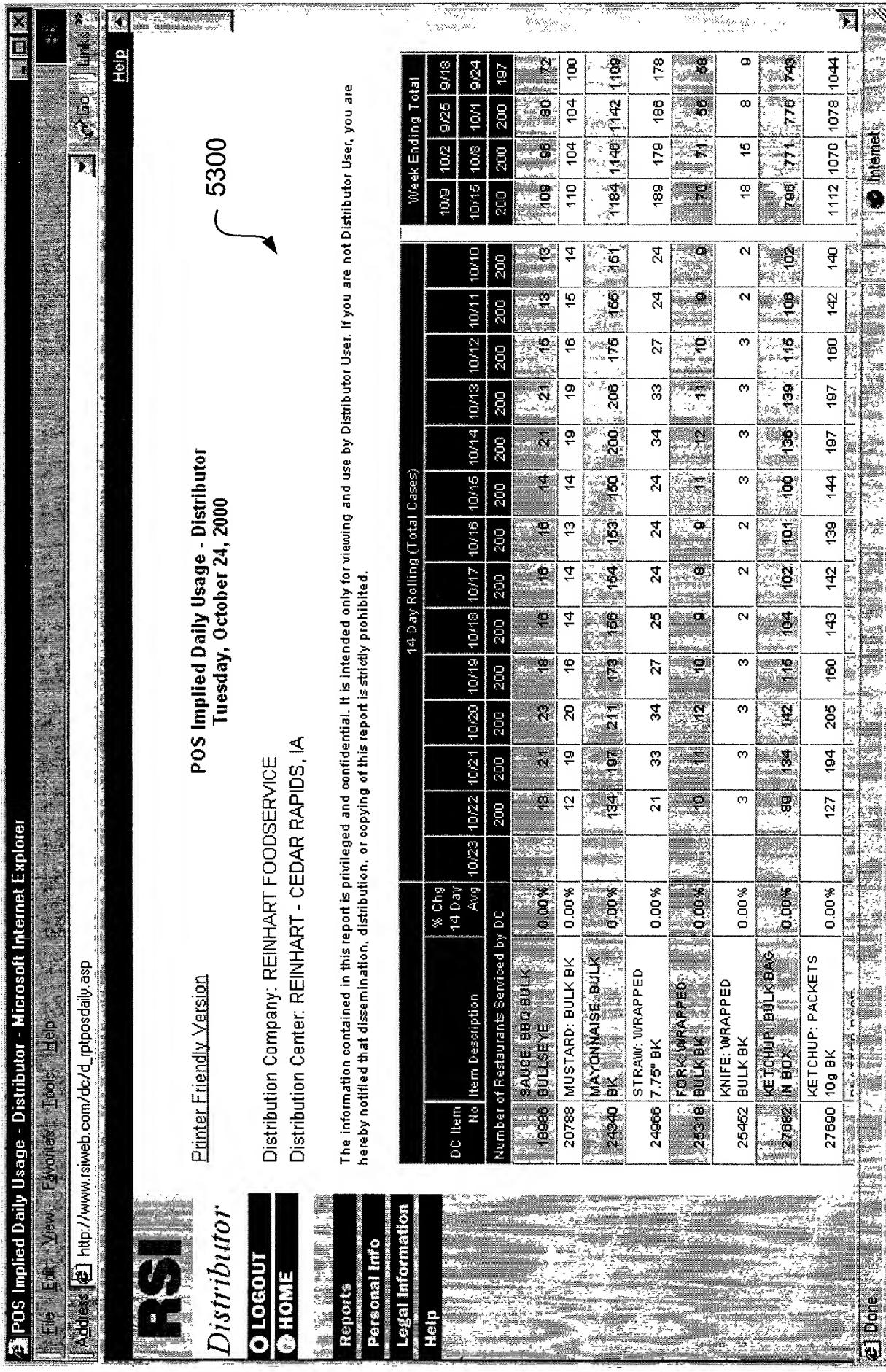


FIG. 53

PSI

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	AOL	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-R-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuque, IA	4/15/00	99	99	13	
	Davenport-R-Moline, IA	4/15/00	99	99	17	
Big King Total	Kirkville, IA	4/15/00	99	99	3	39
Pancake Minis	Chicago, IL	5/15/00	20	99	17	8
	Peoria, IL	5/1/00	20	99	10	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

[Done](#) [Internet](#)

FIG. 54

<p>POS Implied Daily Usage - Supplier</p> <p>Supplier: TYSON FOODS Printer Friendly Version</p> <p>FCB Point RSI Item No Description % Chg Day Aug</p> <p>Total DC Locations:</p> <table border="1"> <tr> <td>6 CHICKEN PATTY</td> <td>90</td> <td>137</td> <td>144</td> <td>111</td> <td>100</td> <td>98</td> <td>96</td> <td>100</td> <td>134</td> <td>137</td> <td>126</td> <td>100</td> <td>100</td> </tr> <tr> <td>7 BROILER</td> <td>0.00%</td> <td>35</td> <td>51</td> <td>60</td> <td>48</td> <td>45</td> <td>43</td> <td>40</td> <td>53</td> <td>60</td> <td>48</td> <td>46</td> <td>41</td> </tr> <tr> <td>TOTAL</td> <td></td> </tr> </table> <p>14 Day Rolling (Total Cases)</p> <table border="1"> <tr> <td>6 CHICKEN PATTY</td> <td>90</td> <td>137</td> <td>144</td> <td>111</td> <td>100</td> <td>98</td> <td>96</td> <td>100</td> <td>134</td> <td>137</td> <td>126</td> <td>100</td> <td>100</td> </tr> <tr> <td>7 BROILER</td> <td>0.00%</td> <td>35</td> <td>51</td> <td>60</td> <td>48</td> <td>45</td> <td>43</td> <td>40</td> <td>53</td> <td>60</td> <td>48</td> <td>46</td> <td>41</td> </tr> <tr> <td>TOTAL</td> <td></td> </tr> </table> <p>Week Ending Total</p> <table border="1"> <tr> <td>6 CHICKEN PATTY</td> <td>90</td> <td>137</td> <td>144</td> <td>111</td> <td>100</td> <td>98</td> <td>96</td> <td>100</td> <td>134</td> <td>137</td> <td>126</td> <td>100</td> <td>100</td> </tr> <tr> <td>7 BROILER</td> <td>0.00%</td> <td>35</td> <td>51</td> <td>60</td> <td>48</td> <td>45</td> <td>43</td> <td>40</td> <td>53</td> <td>60</td> <td>48</td> <td>46</td> <td>41</td> </tr> <tr> <td>TOTAL</td> <td></td> </tr> </table> <p>Internet</p>												6 CHICKEN PATTY	90	137	144	111	100	98	96	100	134	137	126	100	100	7 BROILER	0.00%	35	51	60	48	45	43	40	53	60	48	46	41	TOTAL														6 CHICKEN PATTY	90	137	144	111	100	98	96	100	134	137	126	100	100	7 BROILER	0.00%	35	51	60	48	45	43	40	53	60	48	46	41	TOTAL														6 CHICKEN PATTY	90	137	144	111	100	98	96	100	134	137	126	100	100	7 BROILER	0.00%	35	51	60	48	45	43	40	53	60	48	46	41	TOTAL													
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FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Links

RSI

Landed Cost Report

Member

Printer Friendly Version

Restaurant Number: Date:

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSI Item No	RSI Item No	RSI Item Description	D/C Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$2.27	\$1.57	\$2.84
12880	3588	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18886	568	SAUCE BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
18432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD BULK 36OZ	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	88	SAUCE BULK MANDARINAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
<input type="button" value="Done"/> <input type="button" value="Internet"/>					

FIG. 56

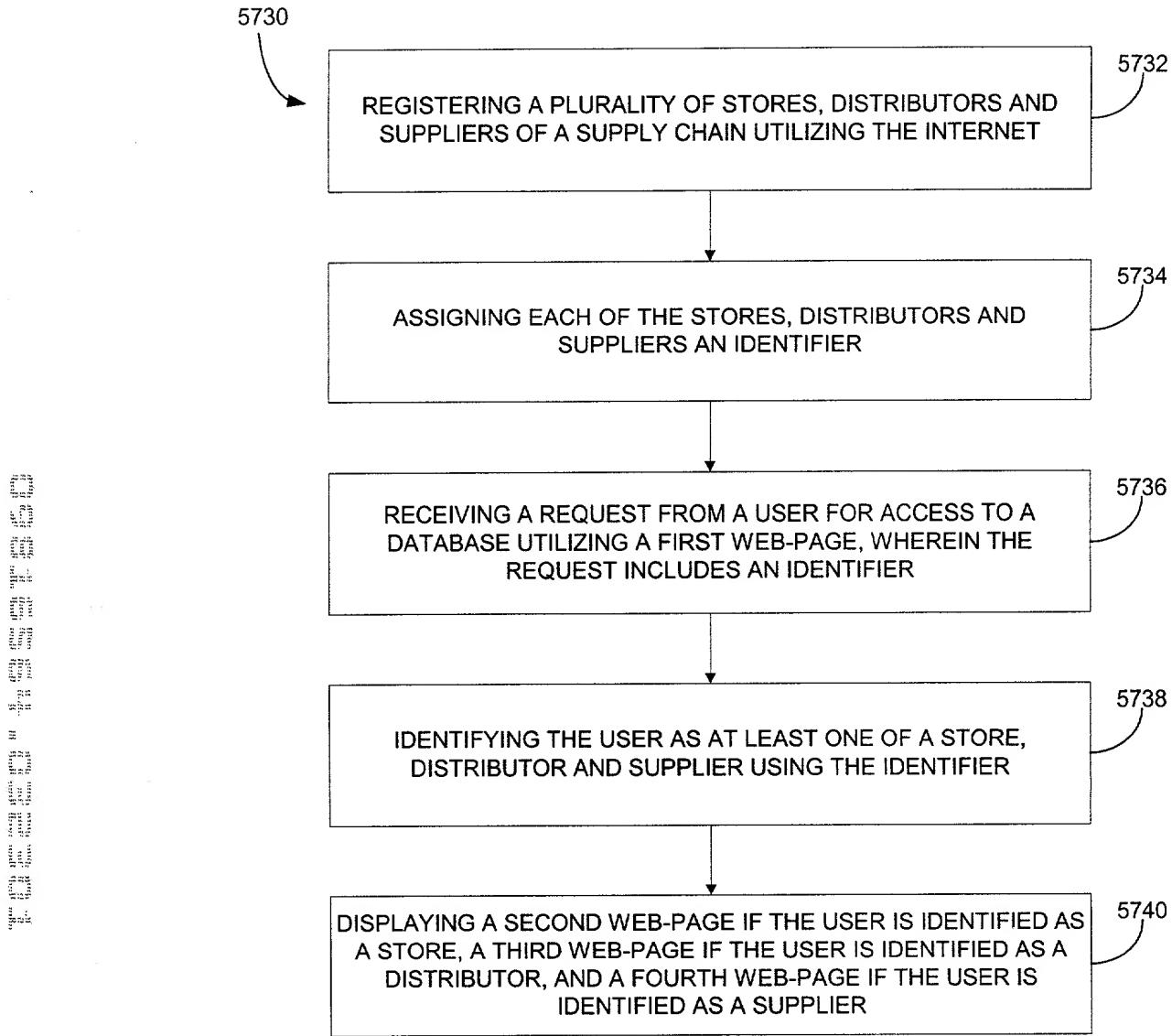
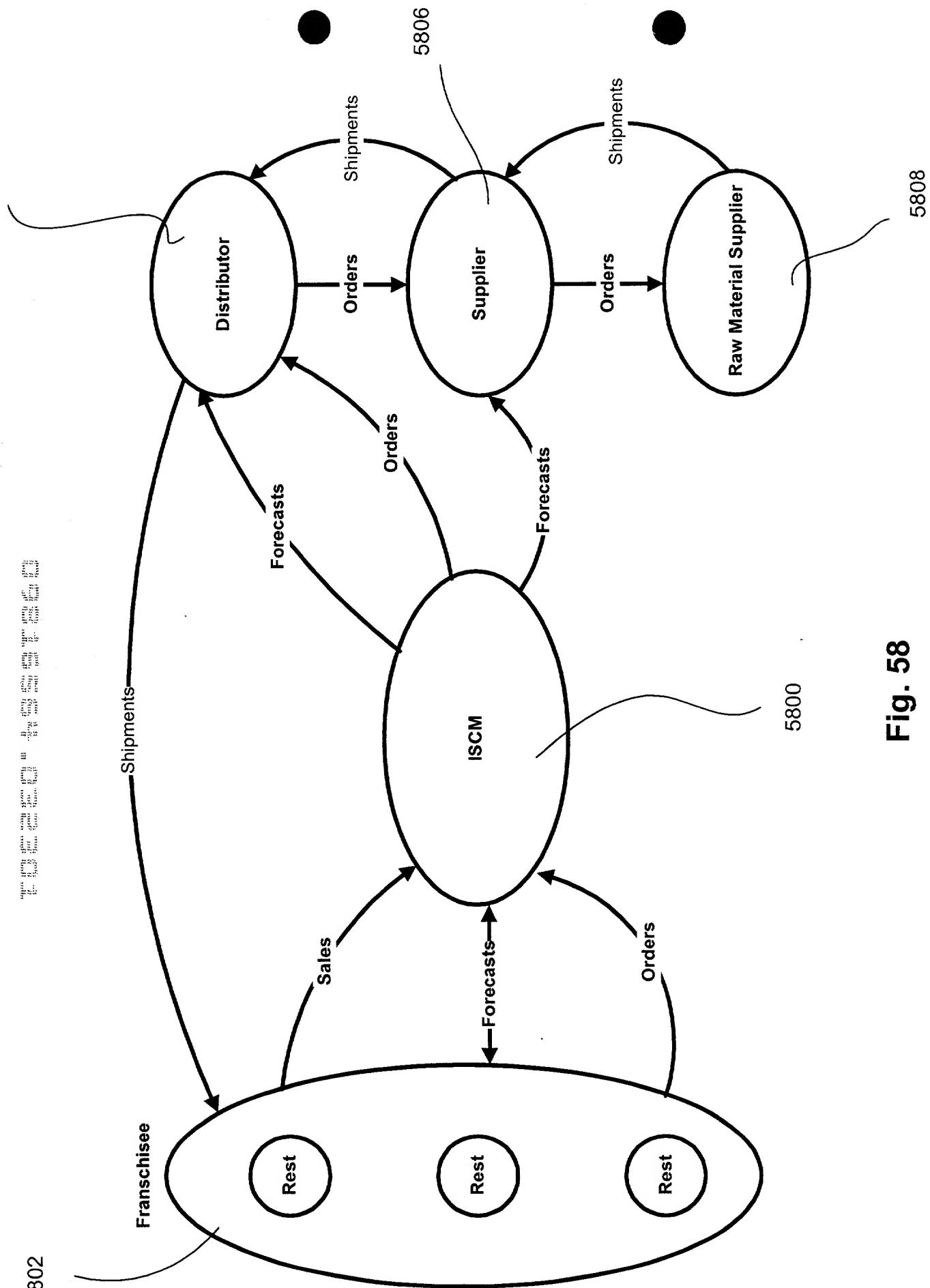


FIG. 57

**Fig. 58**

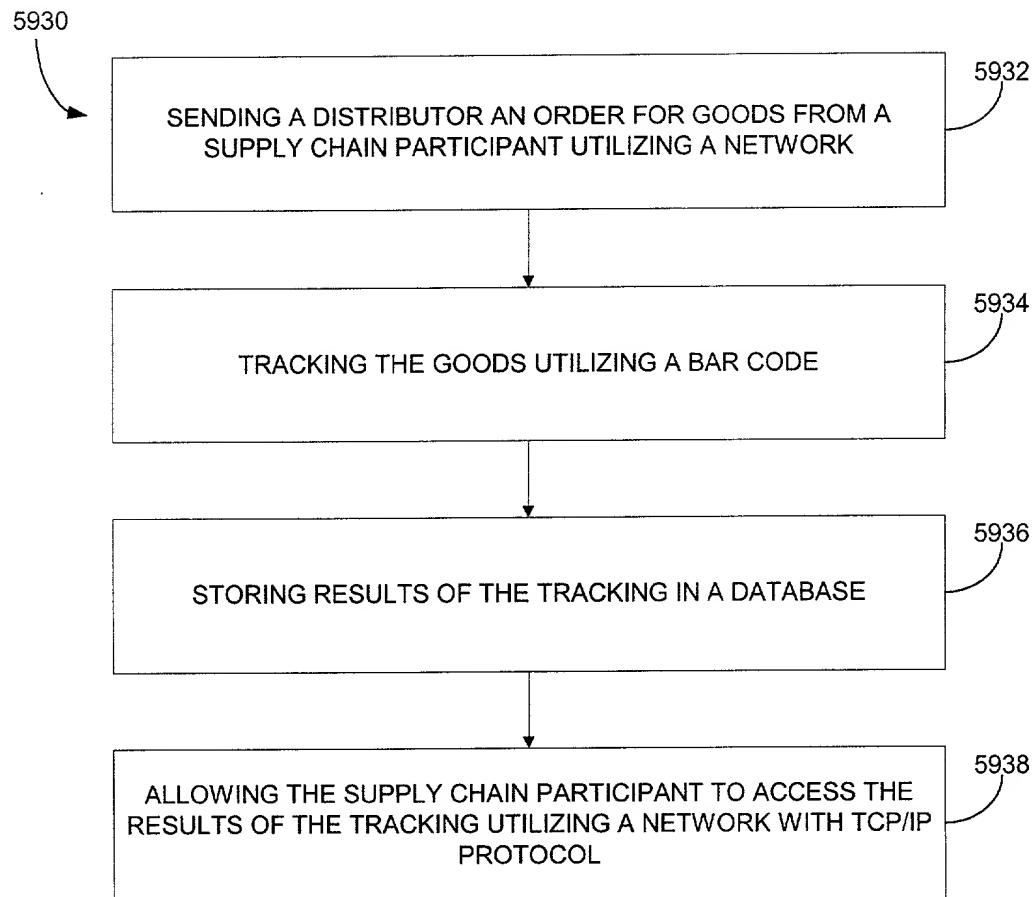
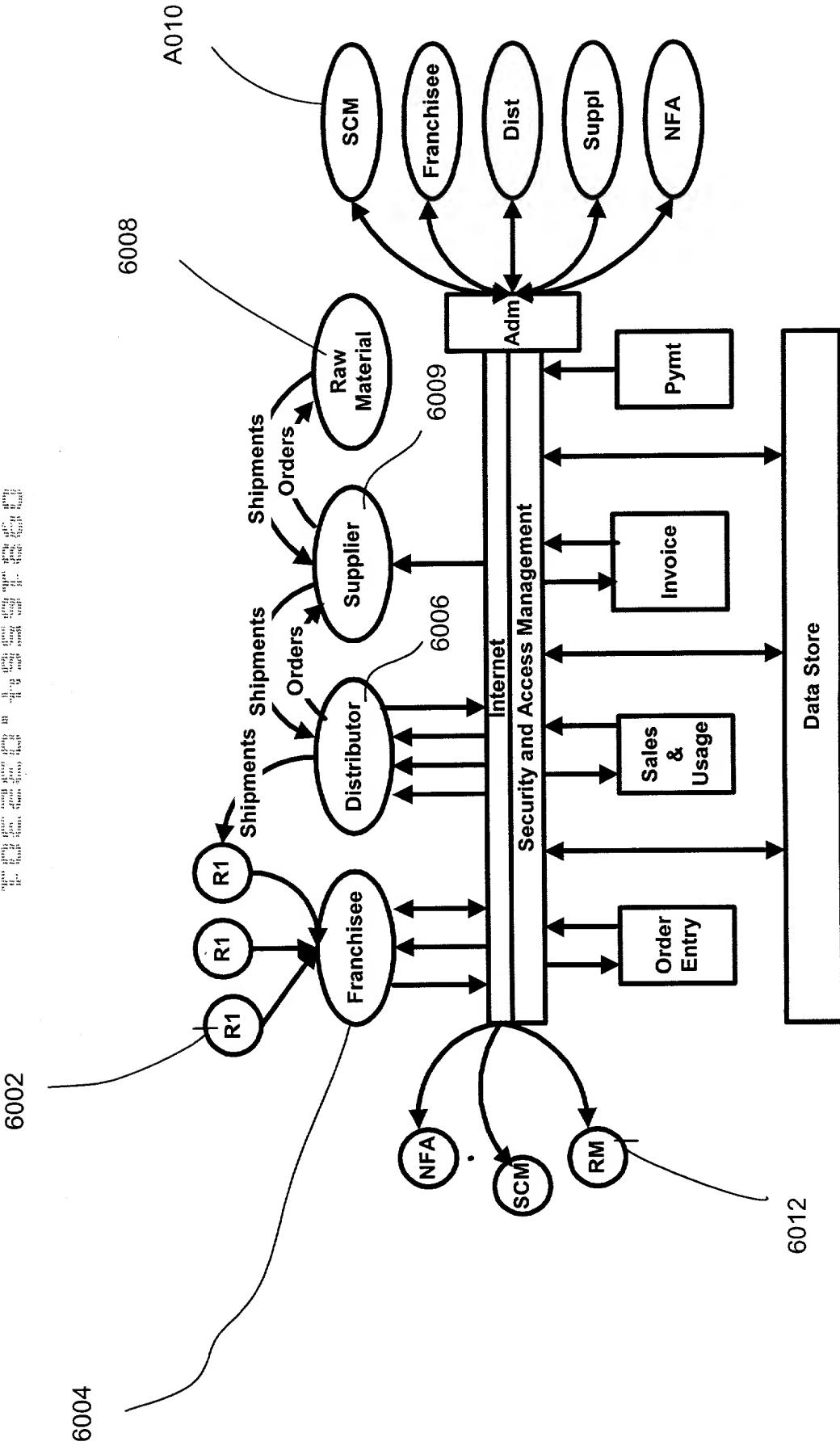
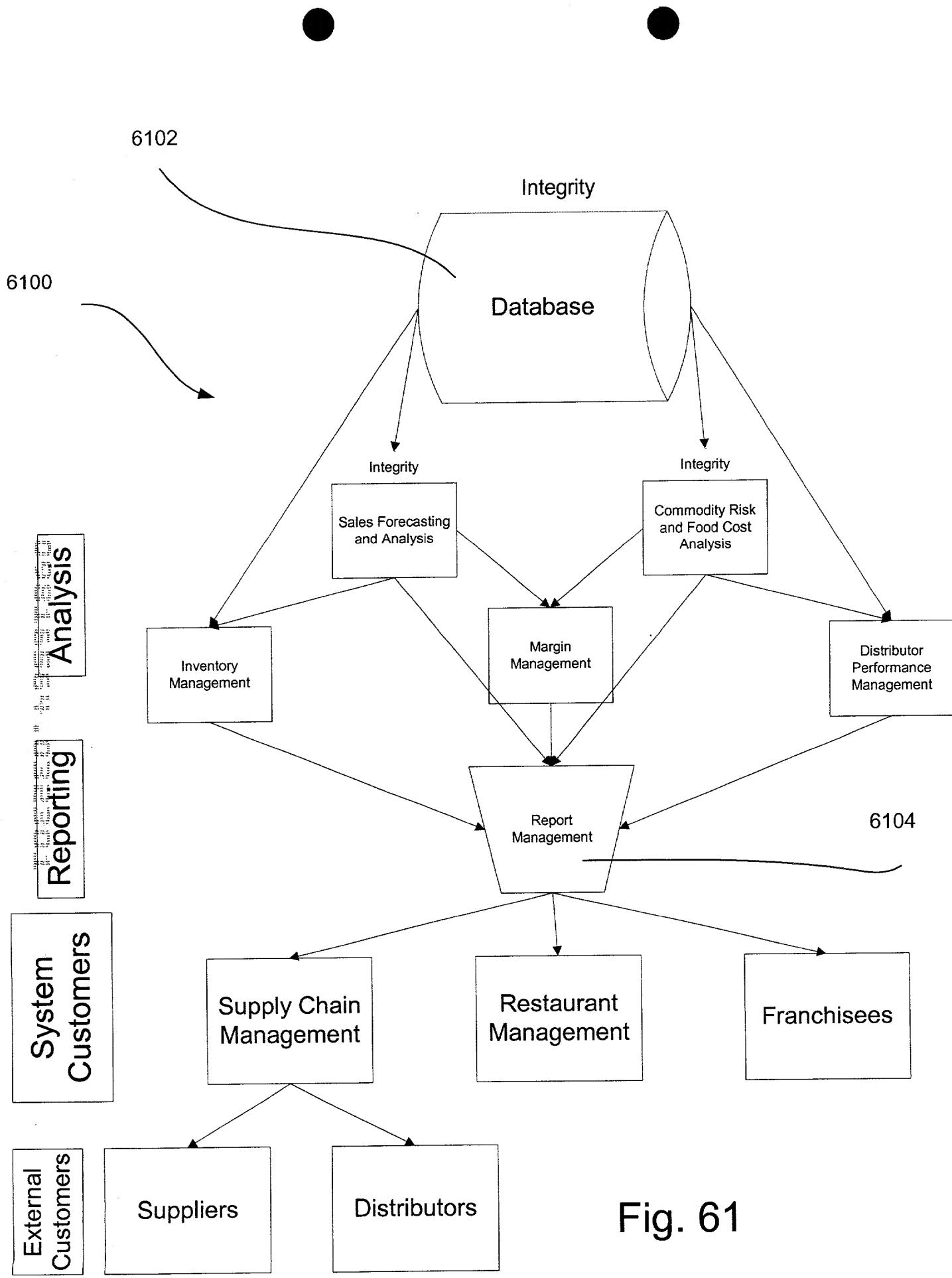


FIG. 59

Fig. 60





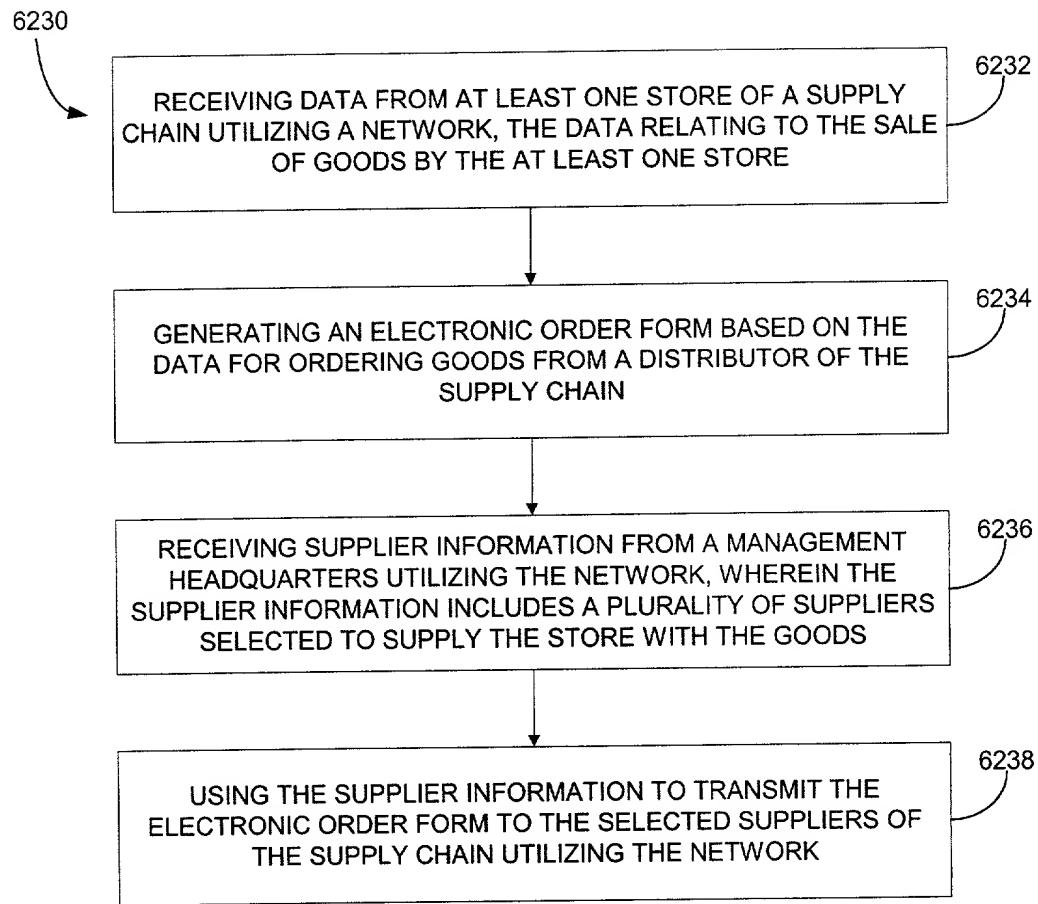


FIG. 62

6300

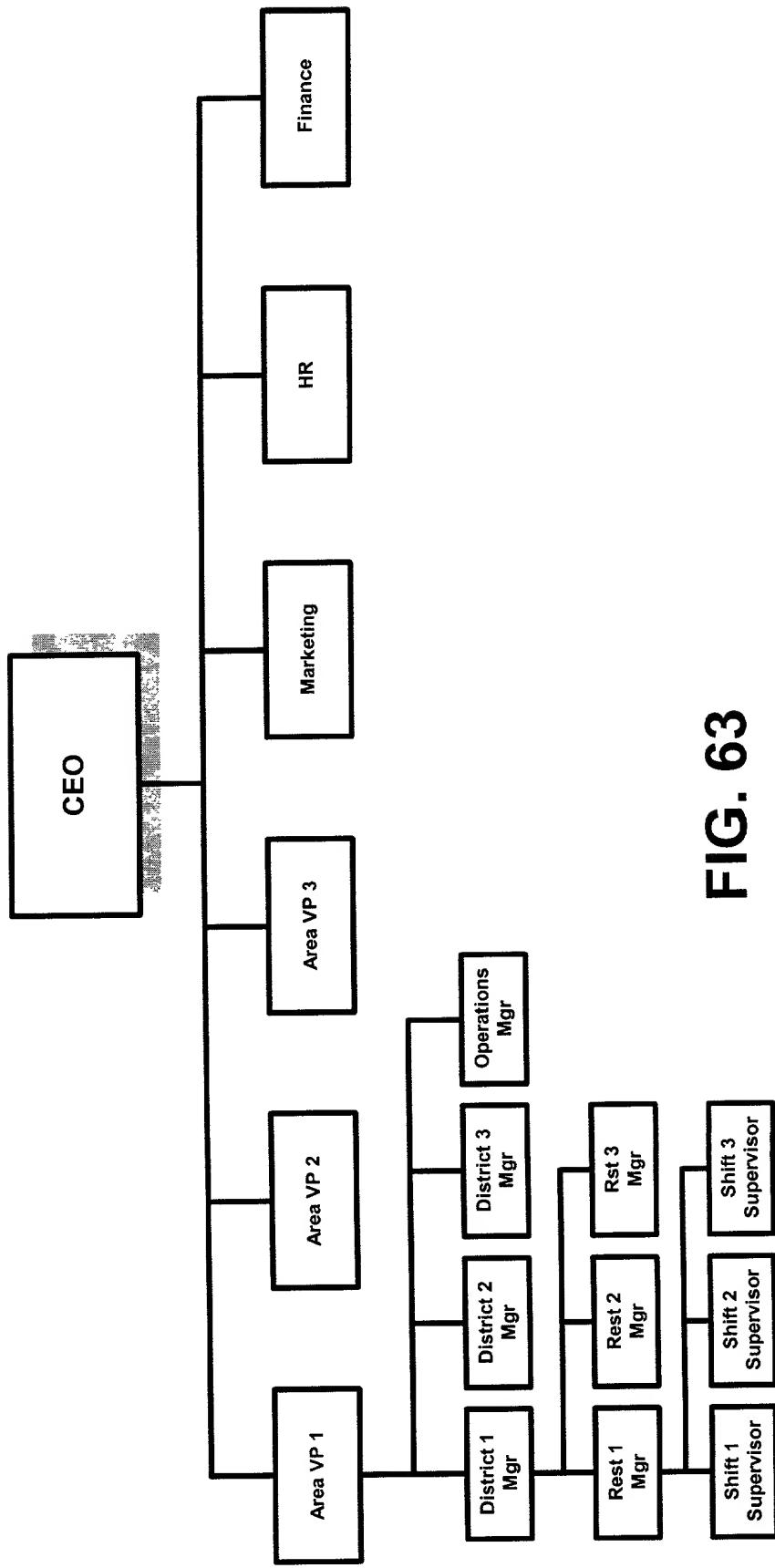


FIG. 63

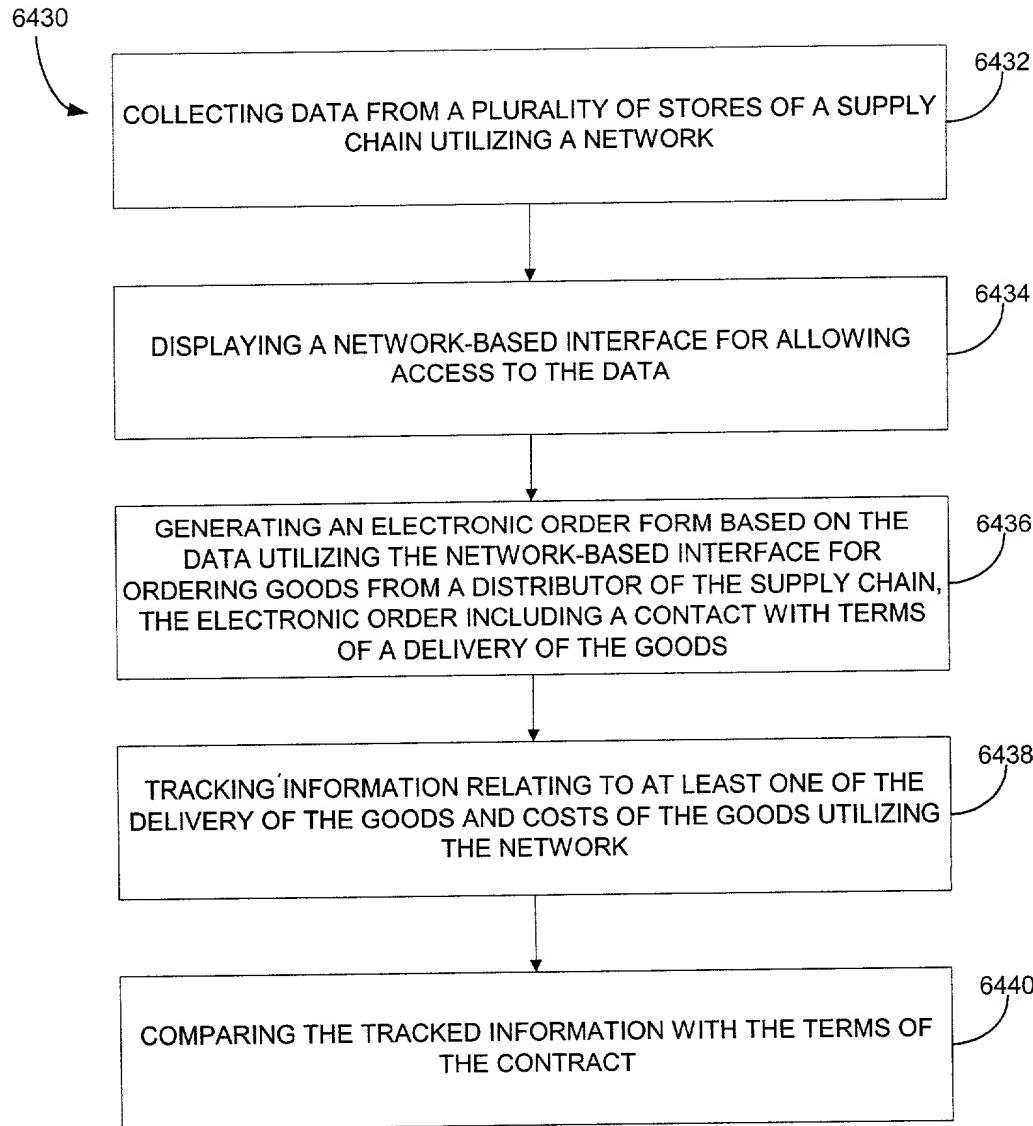


FIG. 64

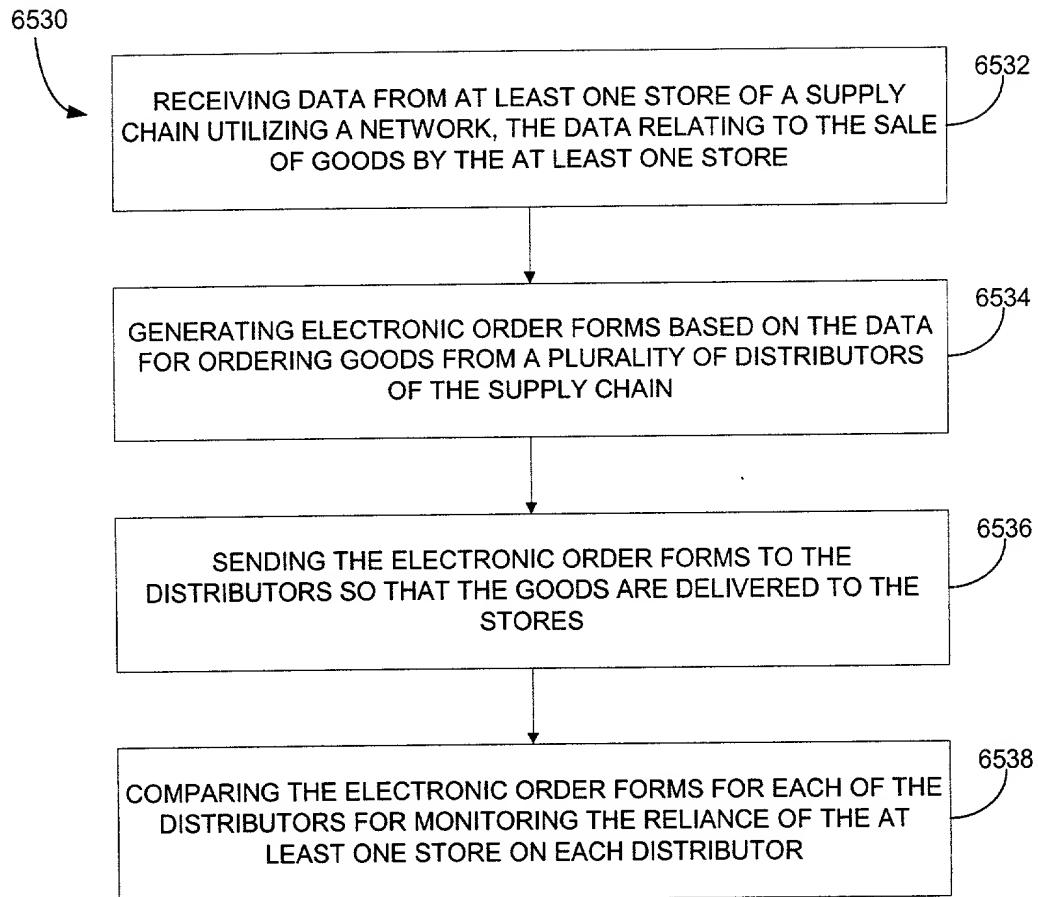


FIG. 65

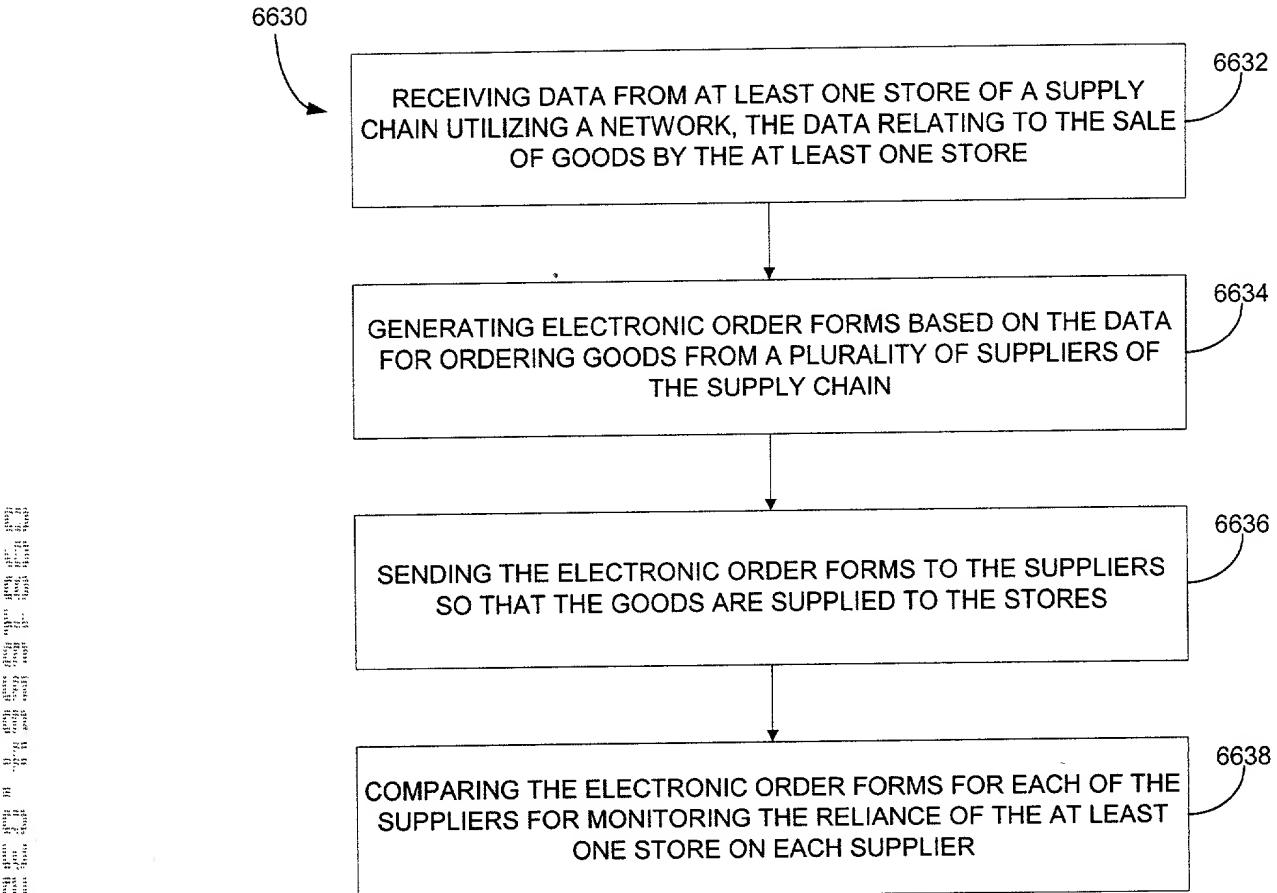


FIG. 66

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6736

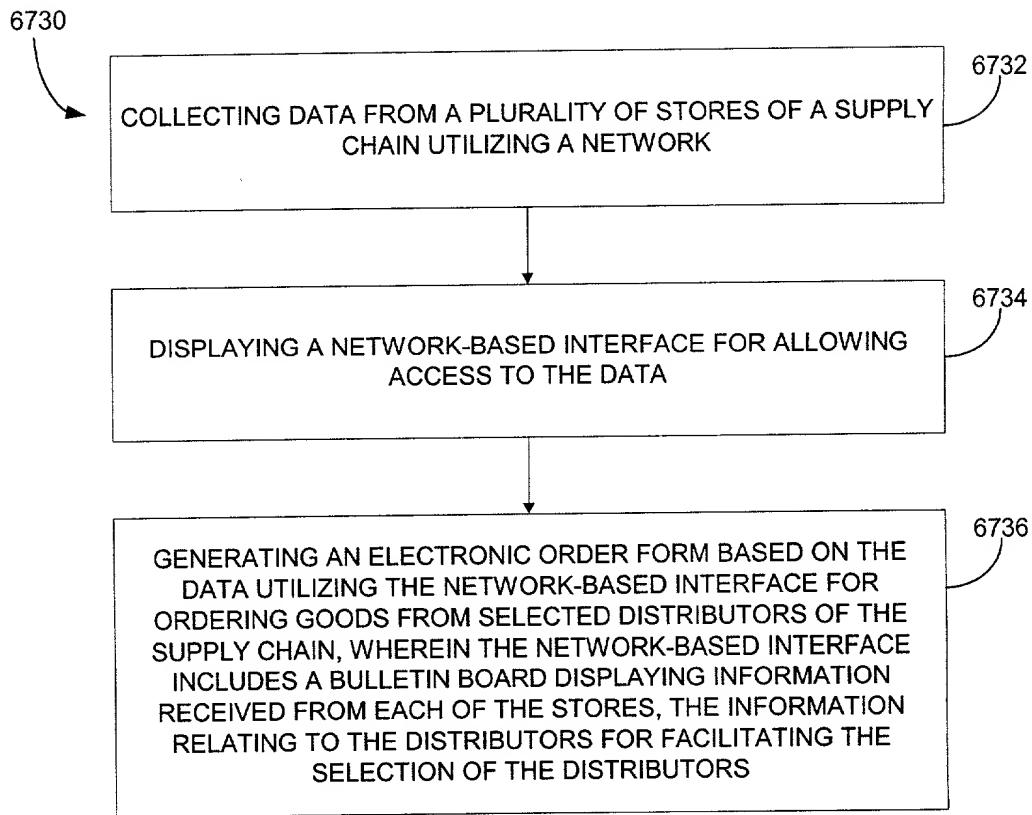


FIG. 67

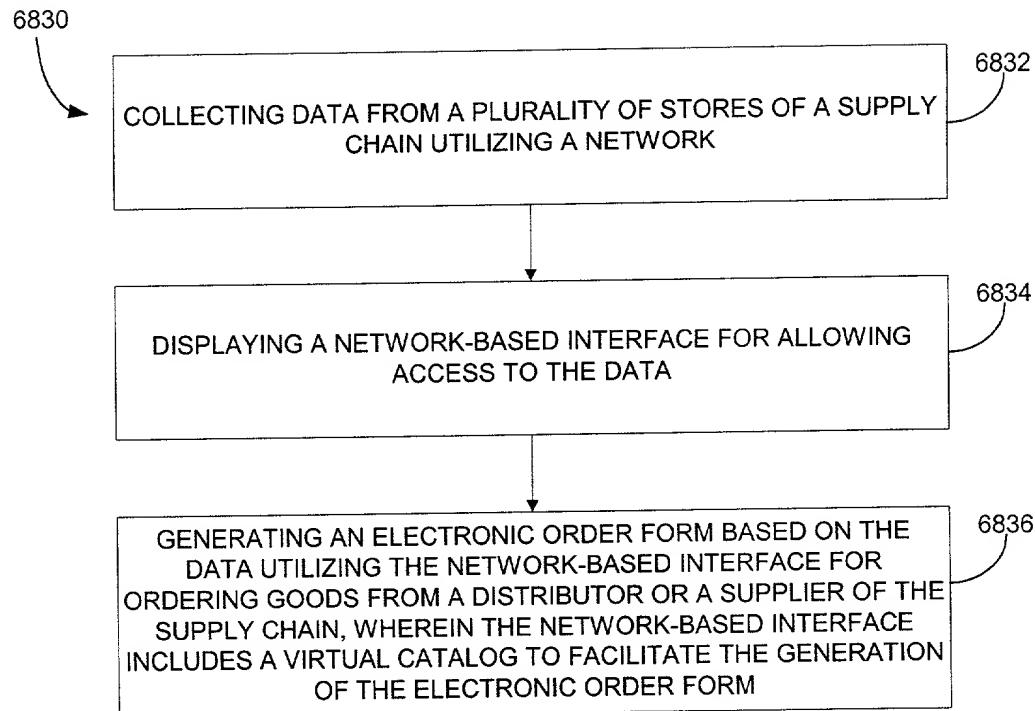
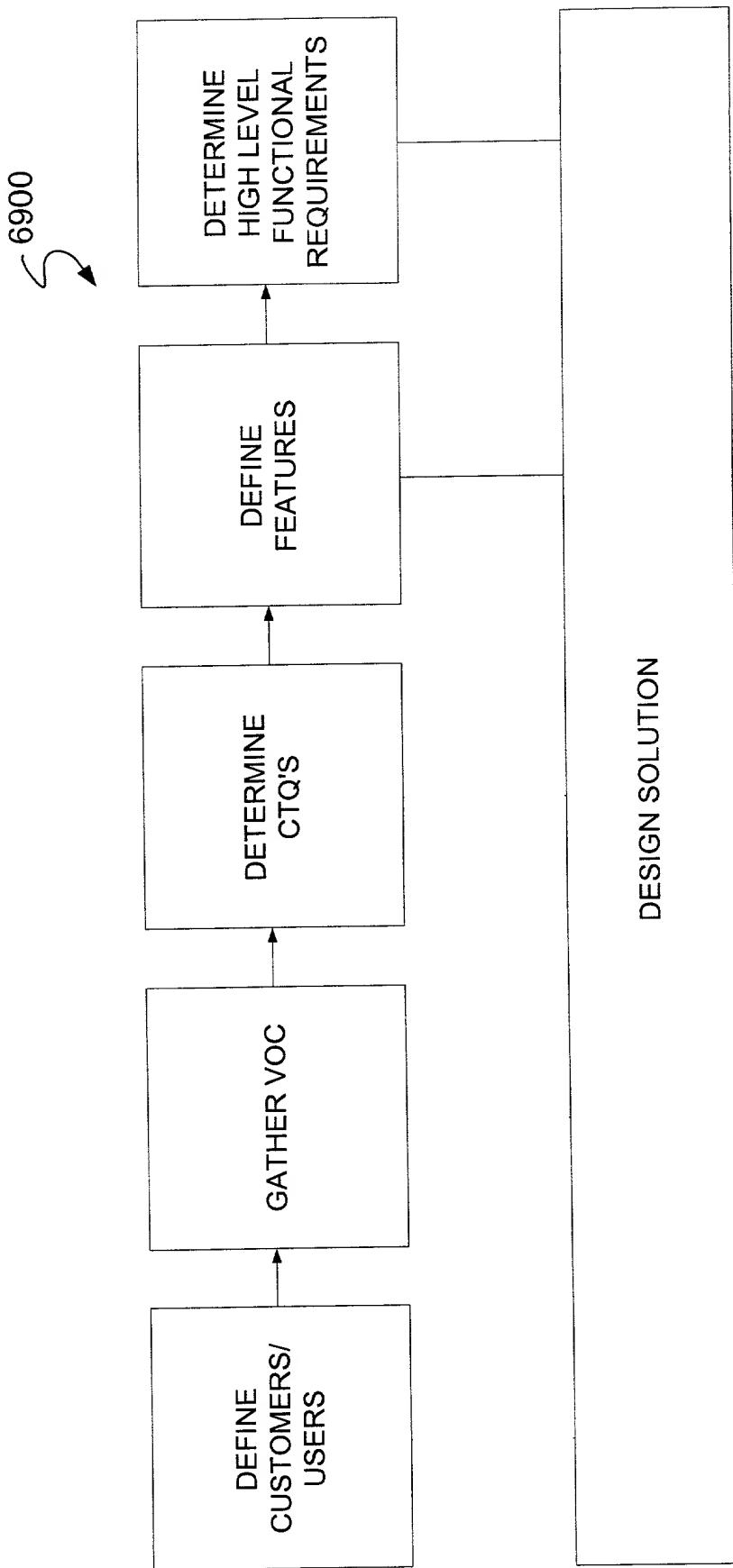


FIG. 68

FIG. 69



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U.S. GOVERNMENT PRINTING OFFICE: 1995 500-000-000-000

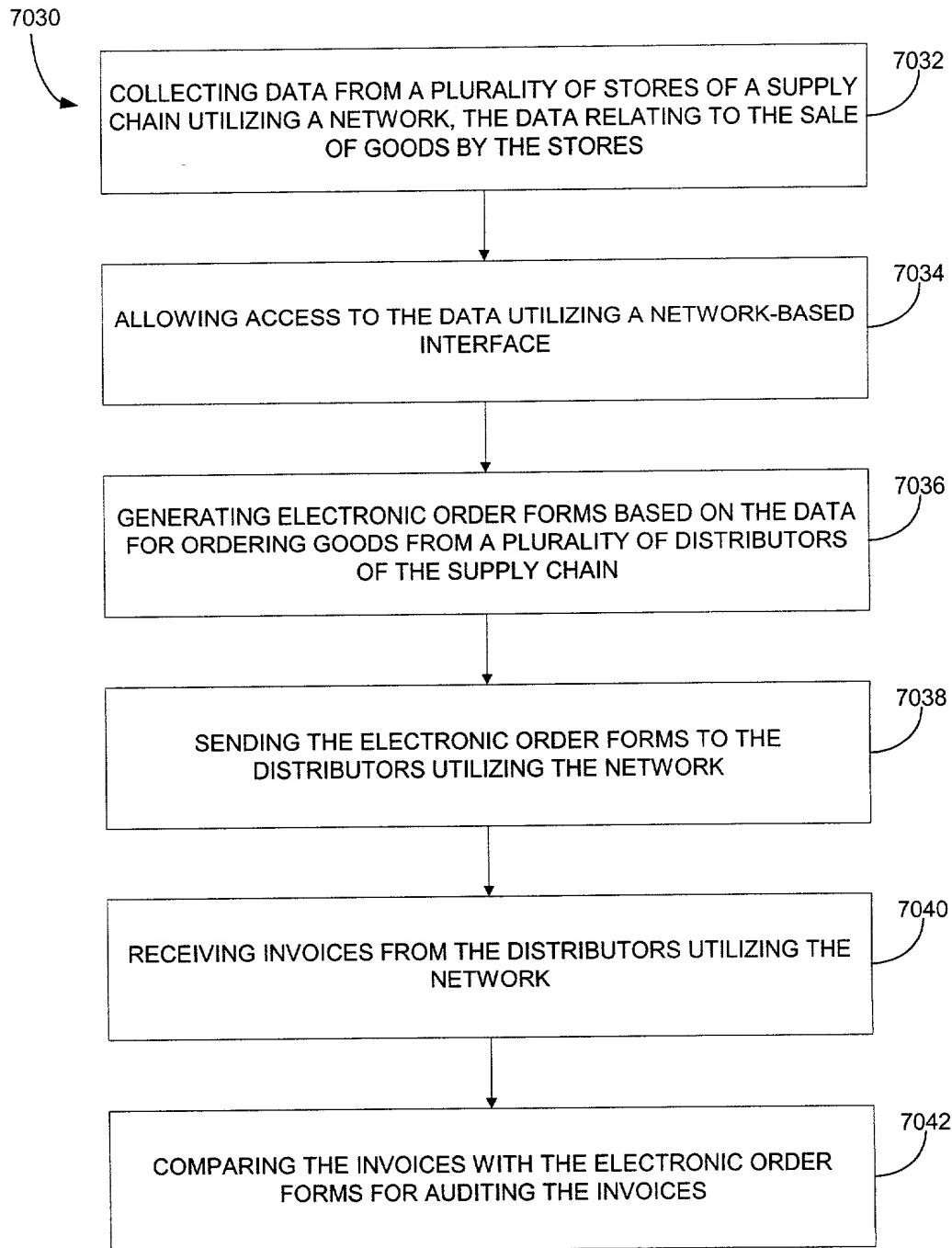


FIG. 70

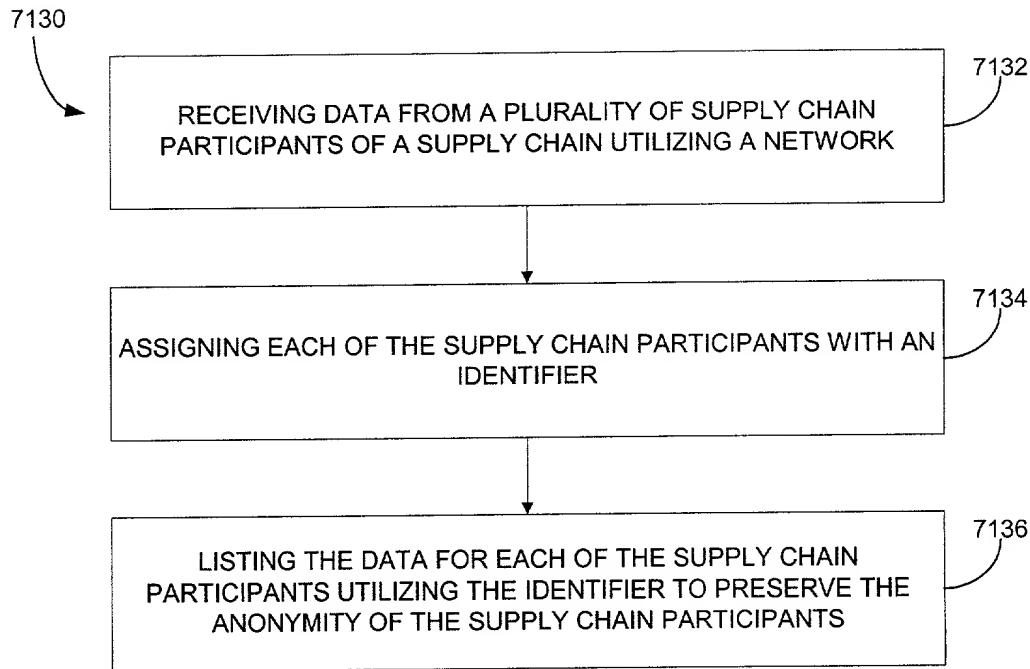


FIG. 71

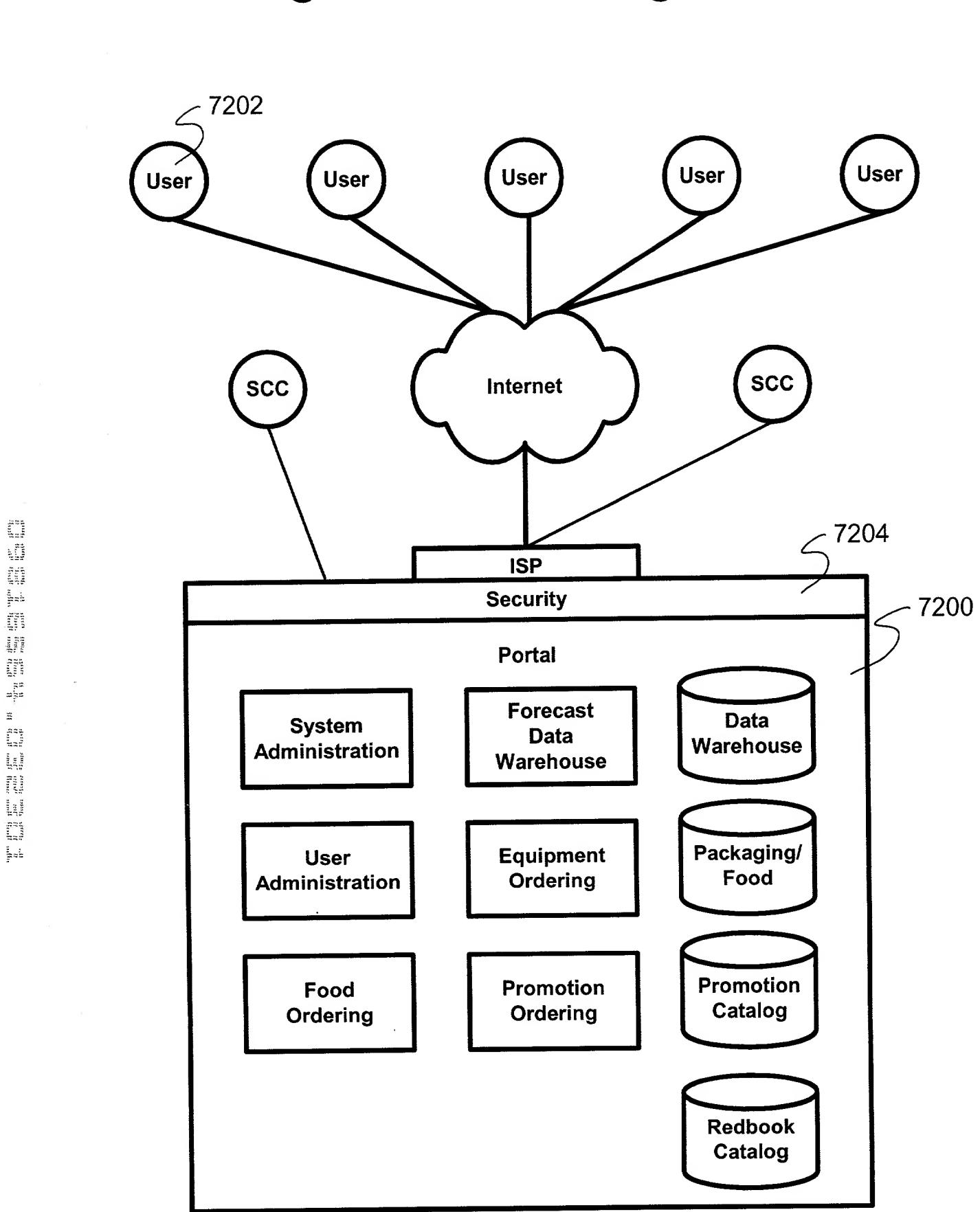


FIG. 72

FIG. 73

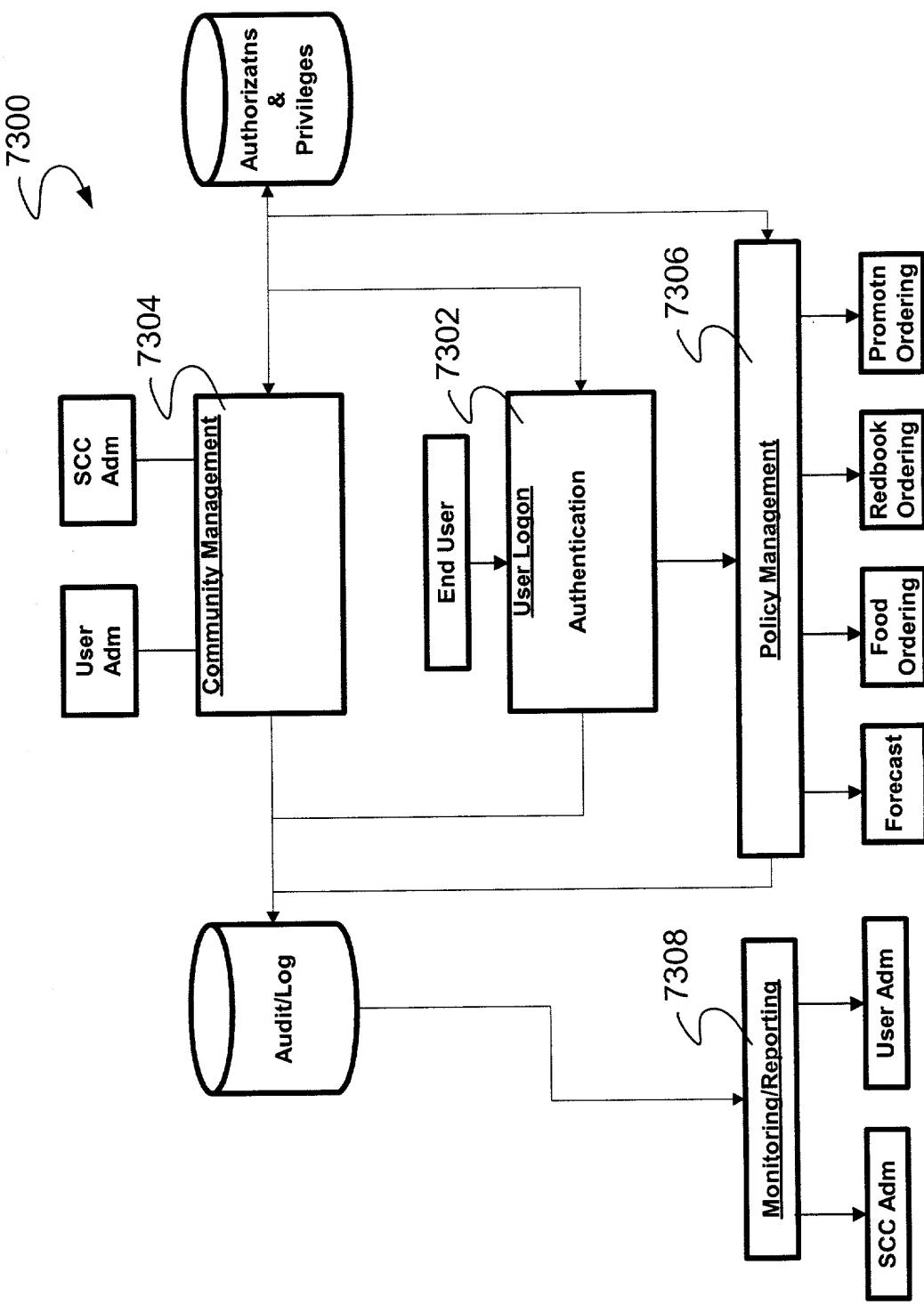
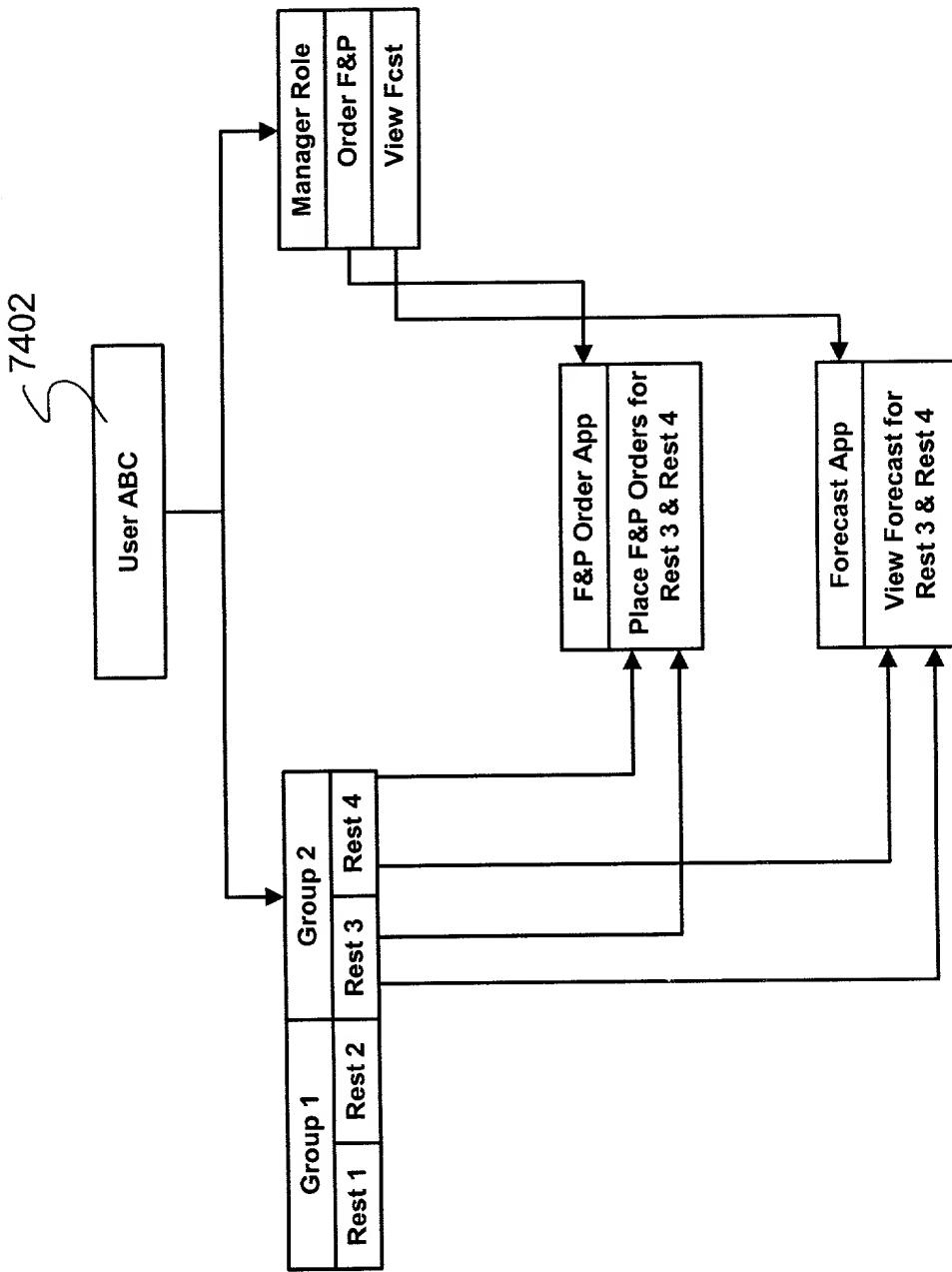


FIG. 74



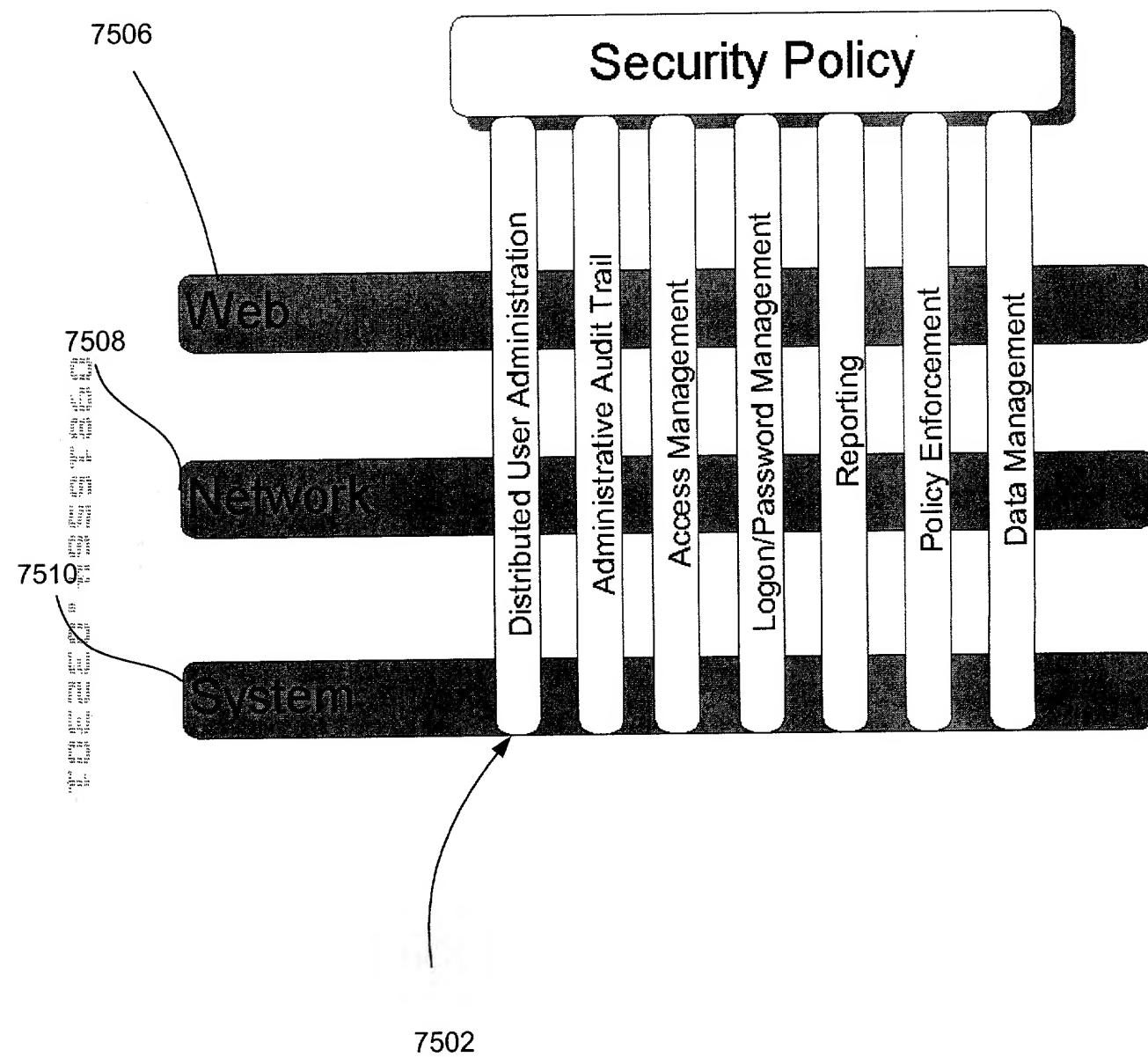


Fig. 75

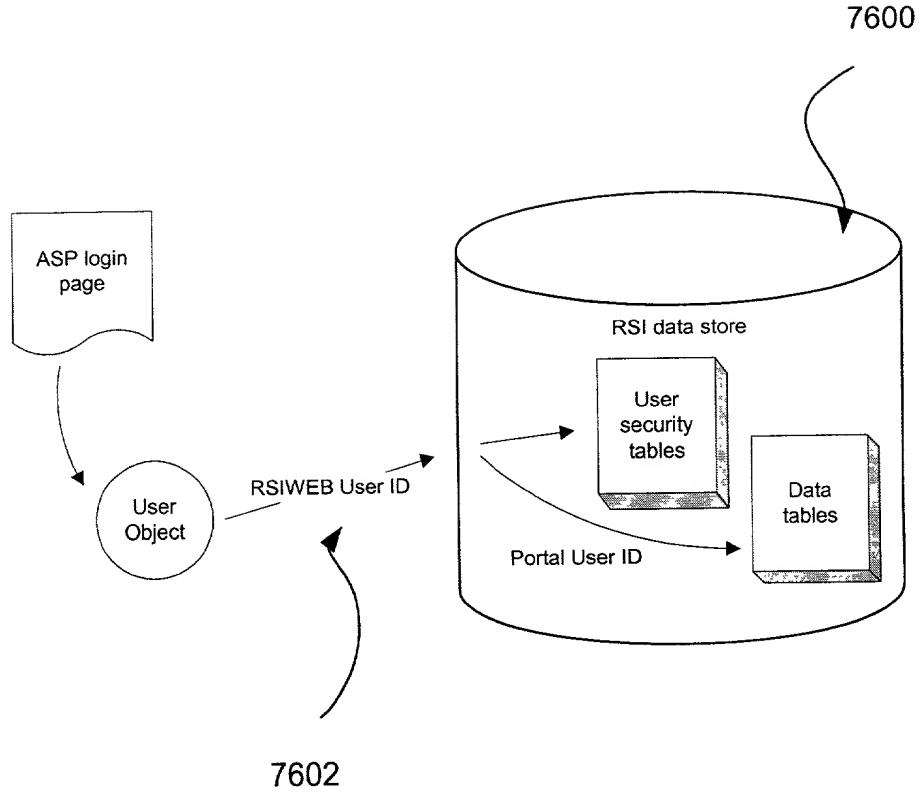


Fig. 76

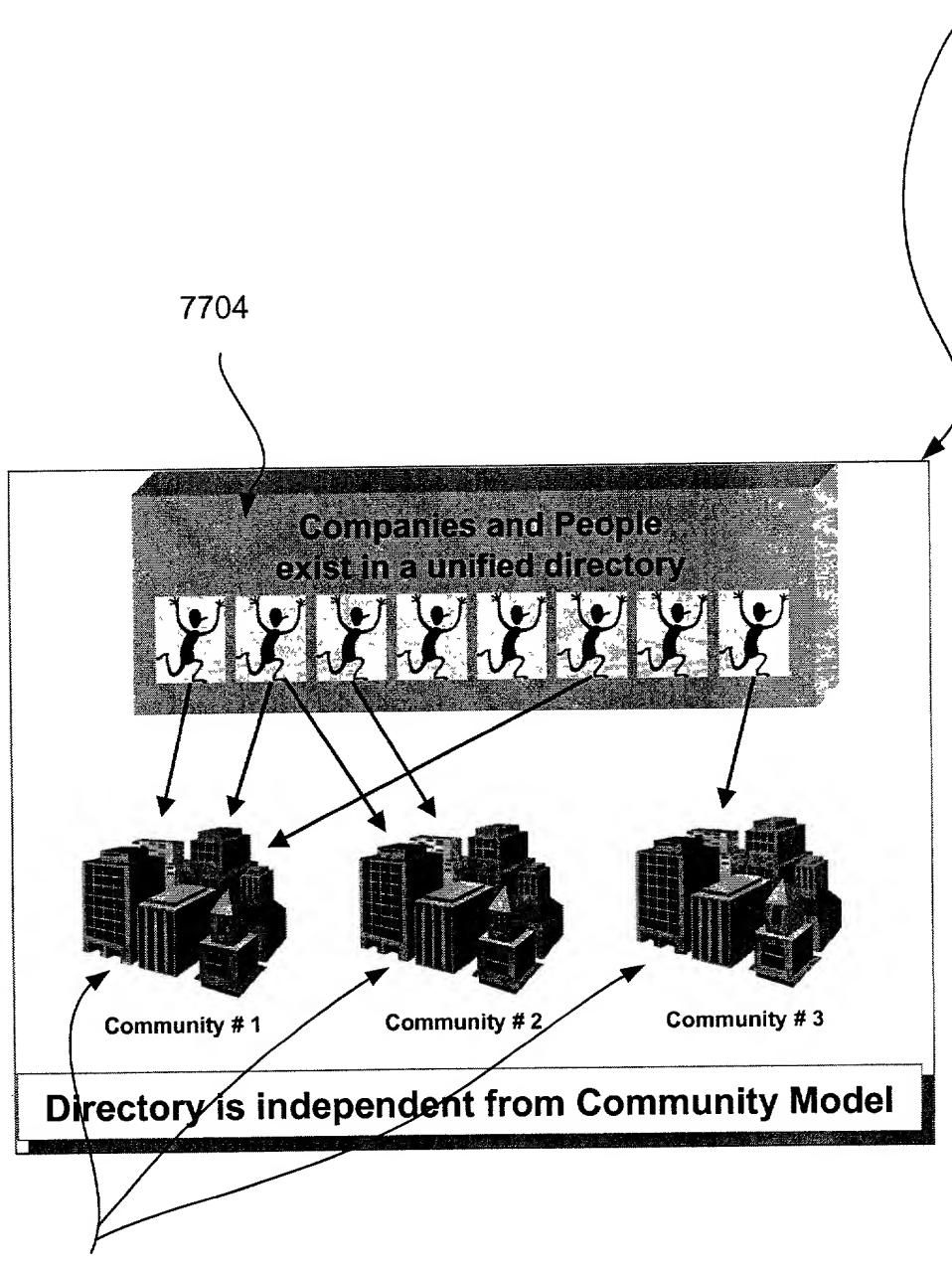


Fig. 77

7800

7802

7804

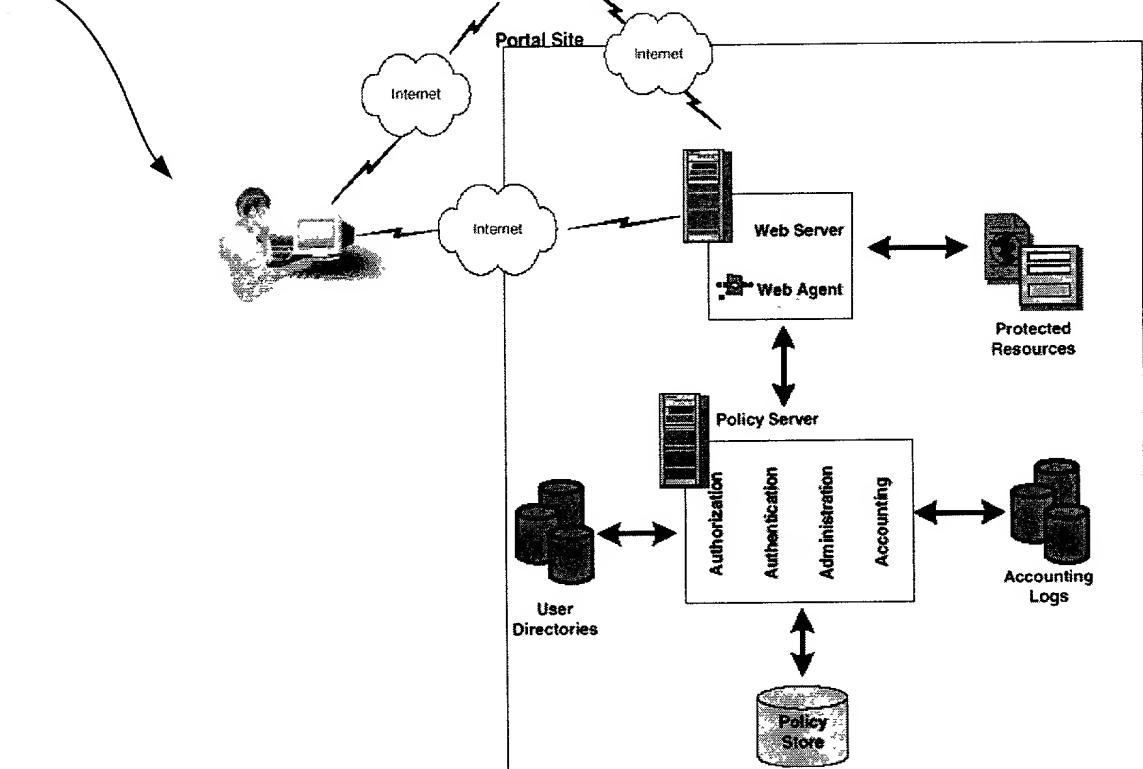
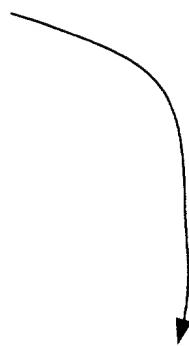


Fig. 78

7900



7902

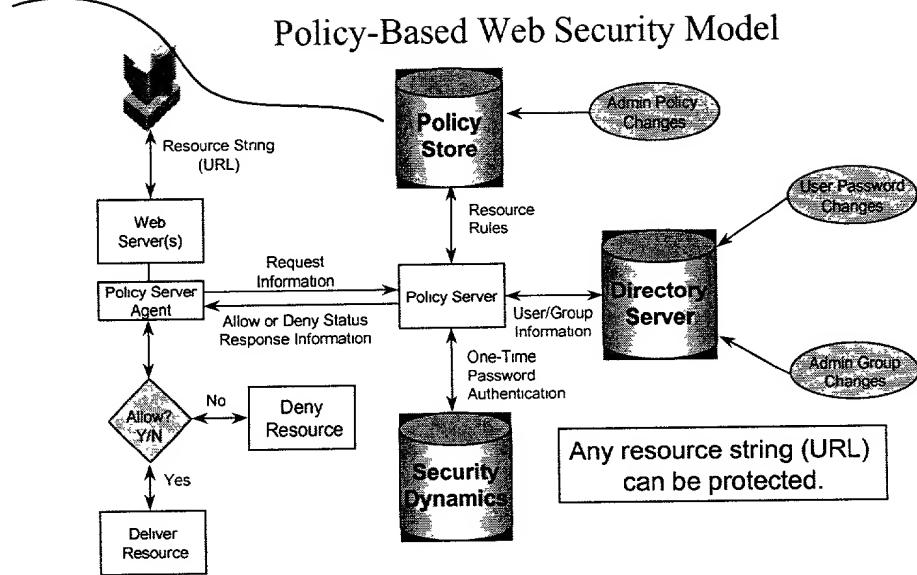


Fig. 79

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

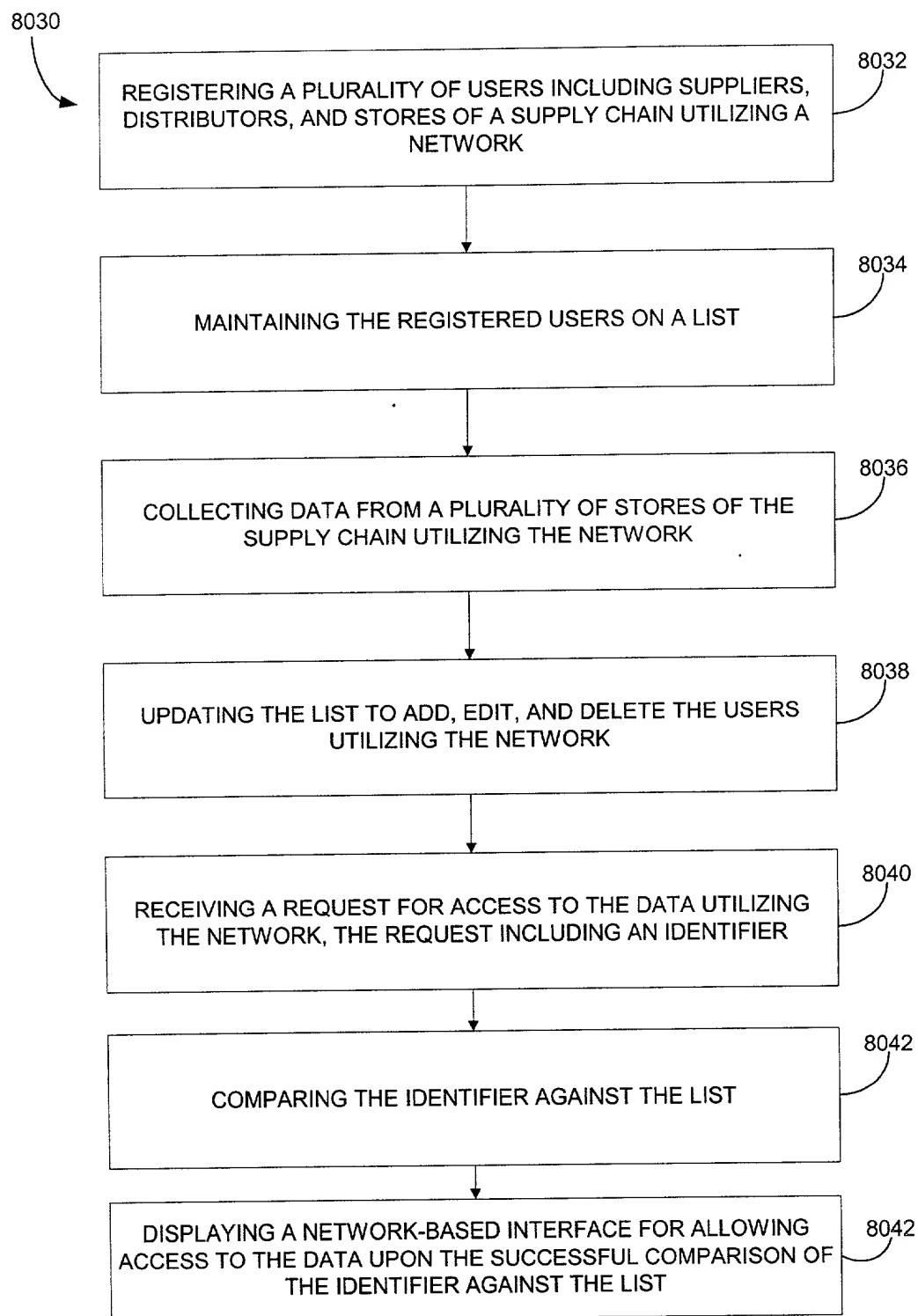


FIG. 80

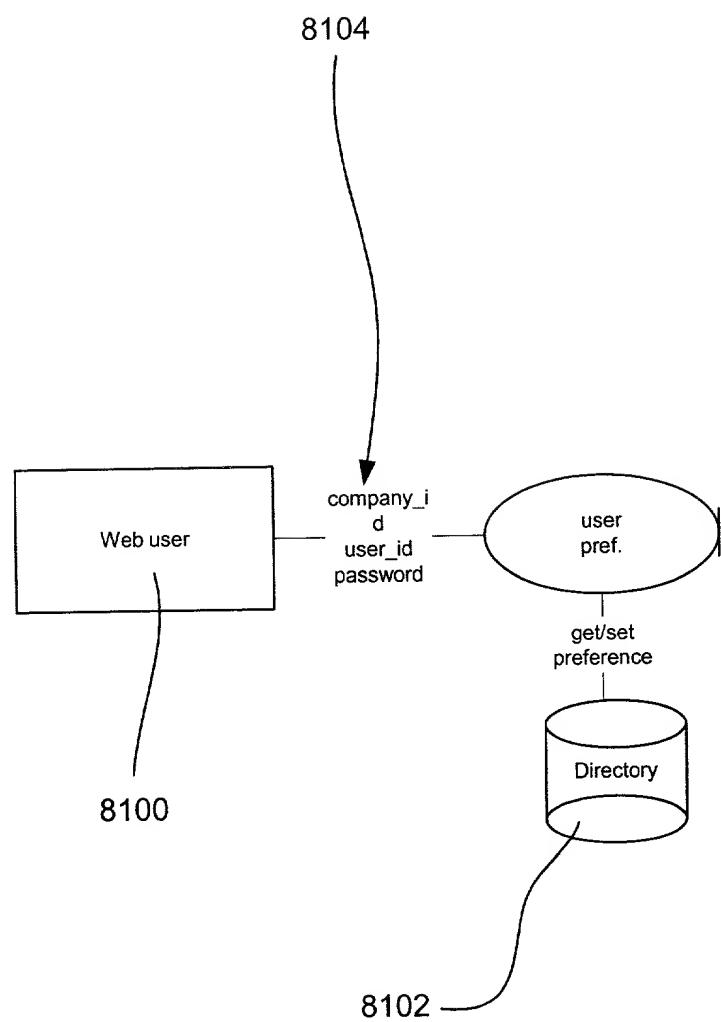
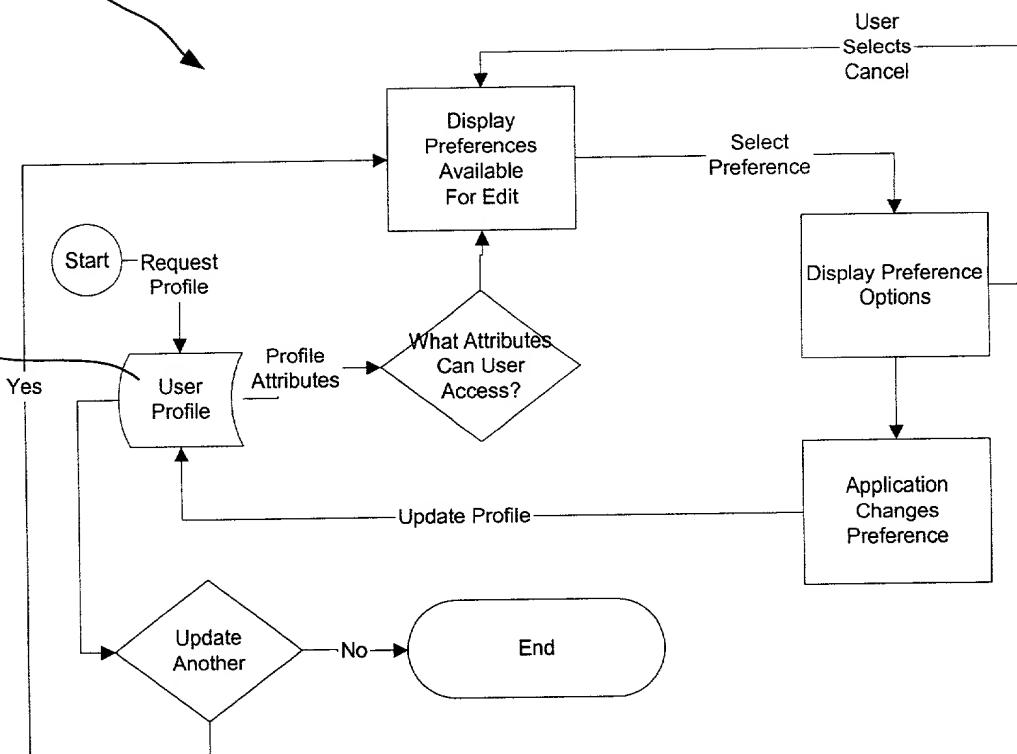


Fig. 81

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Fig. 82

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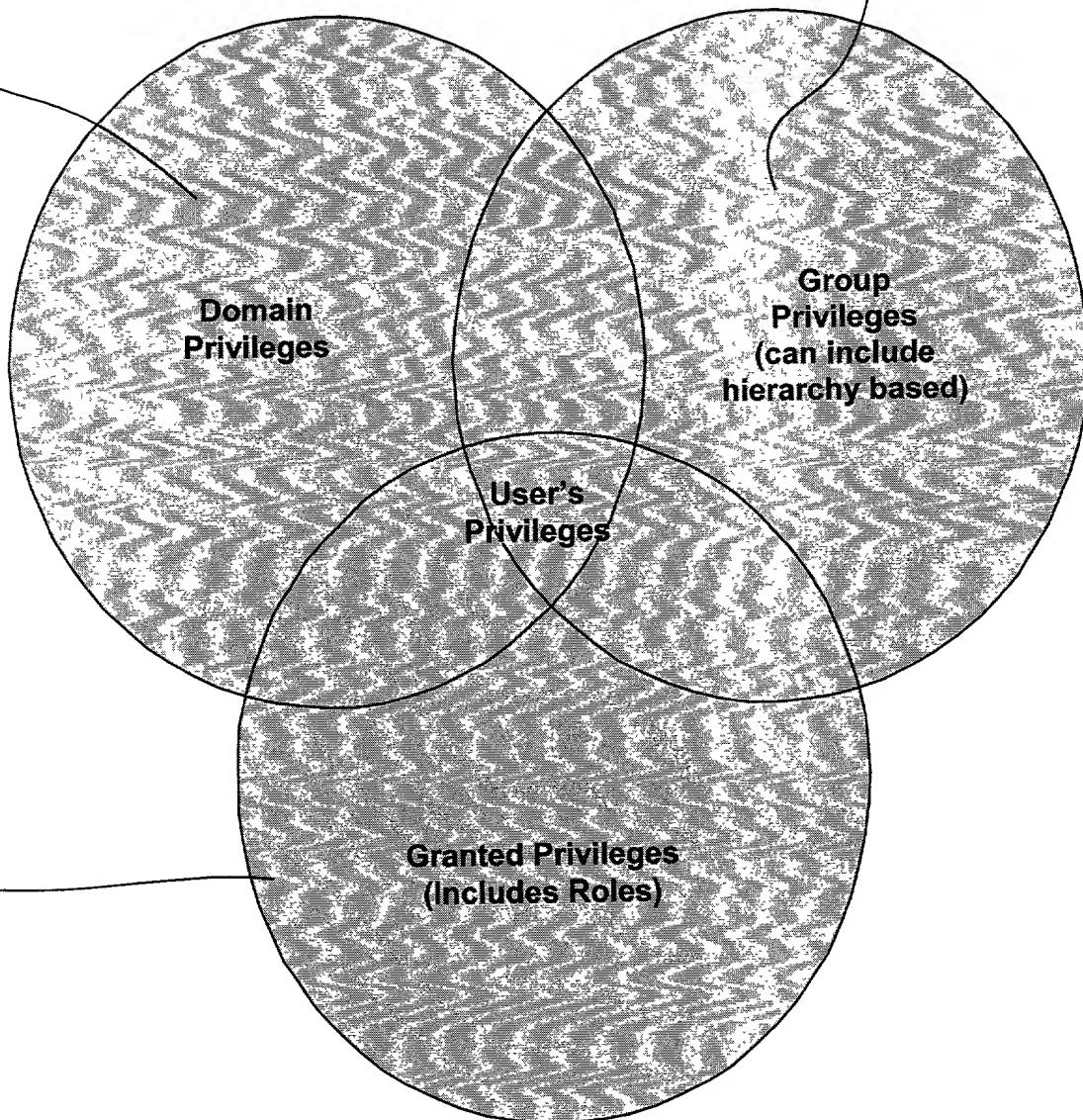


Fig. 83

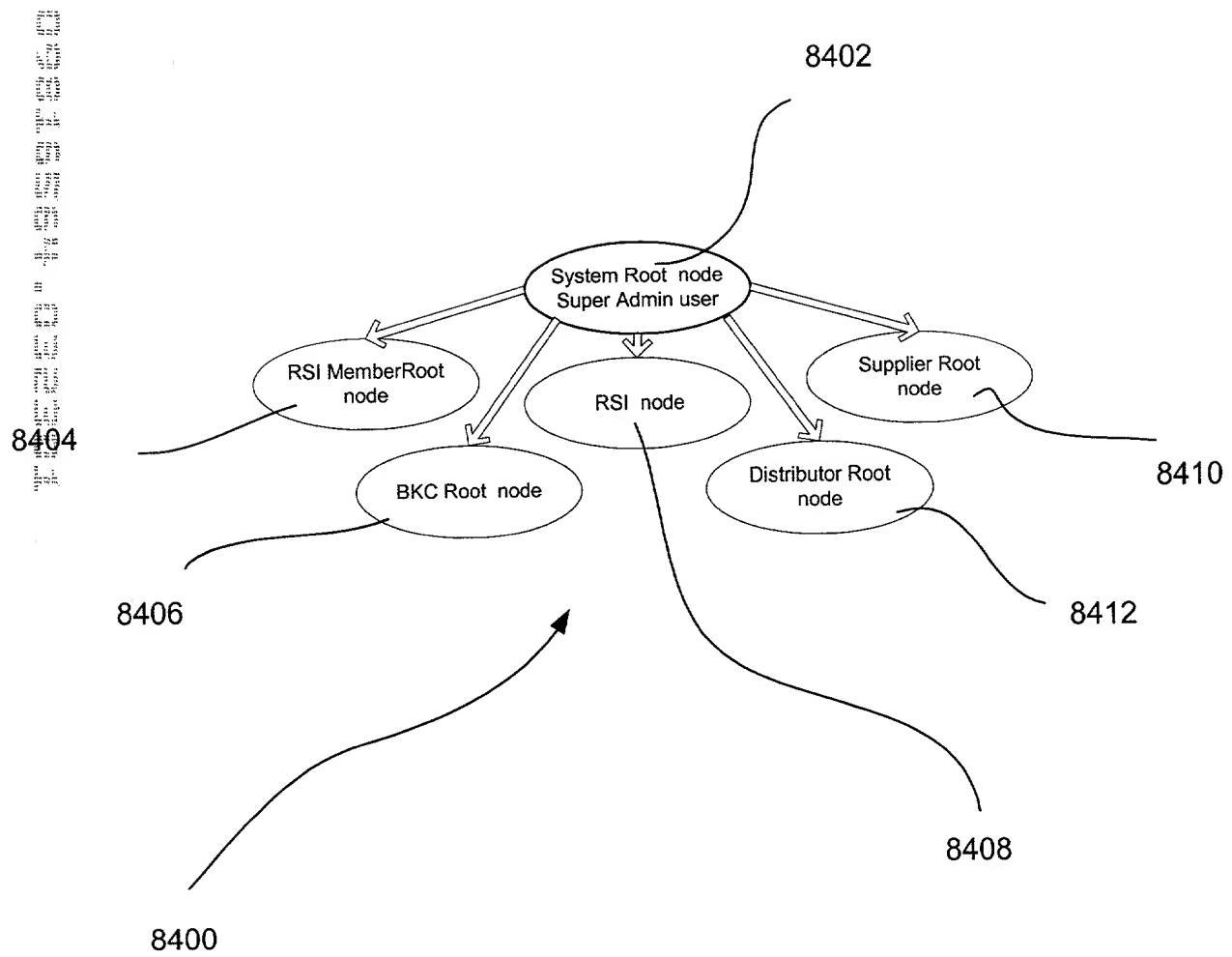


Fig. 84

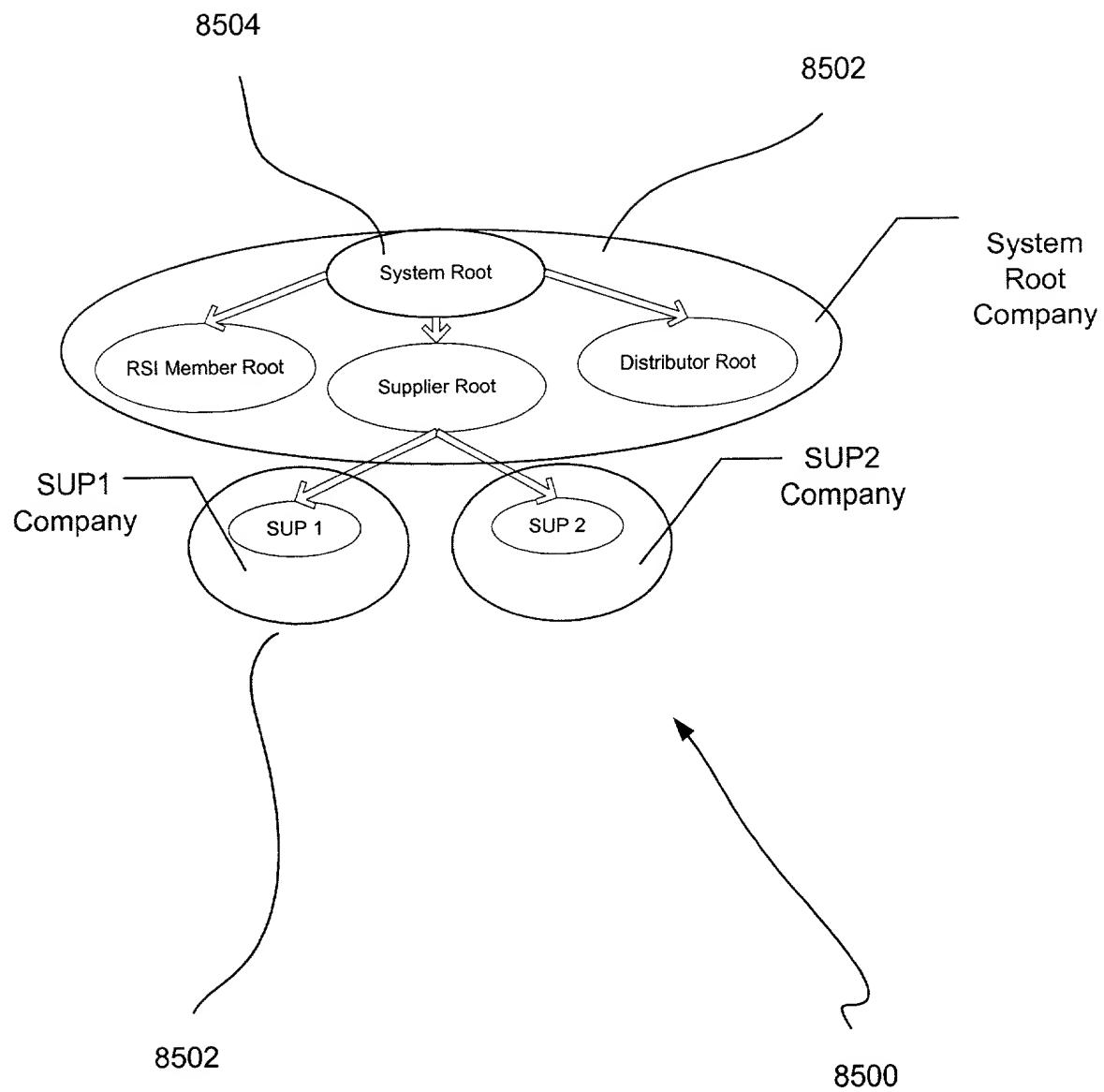


Fig. 85

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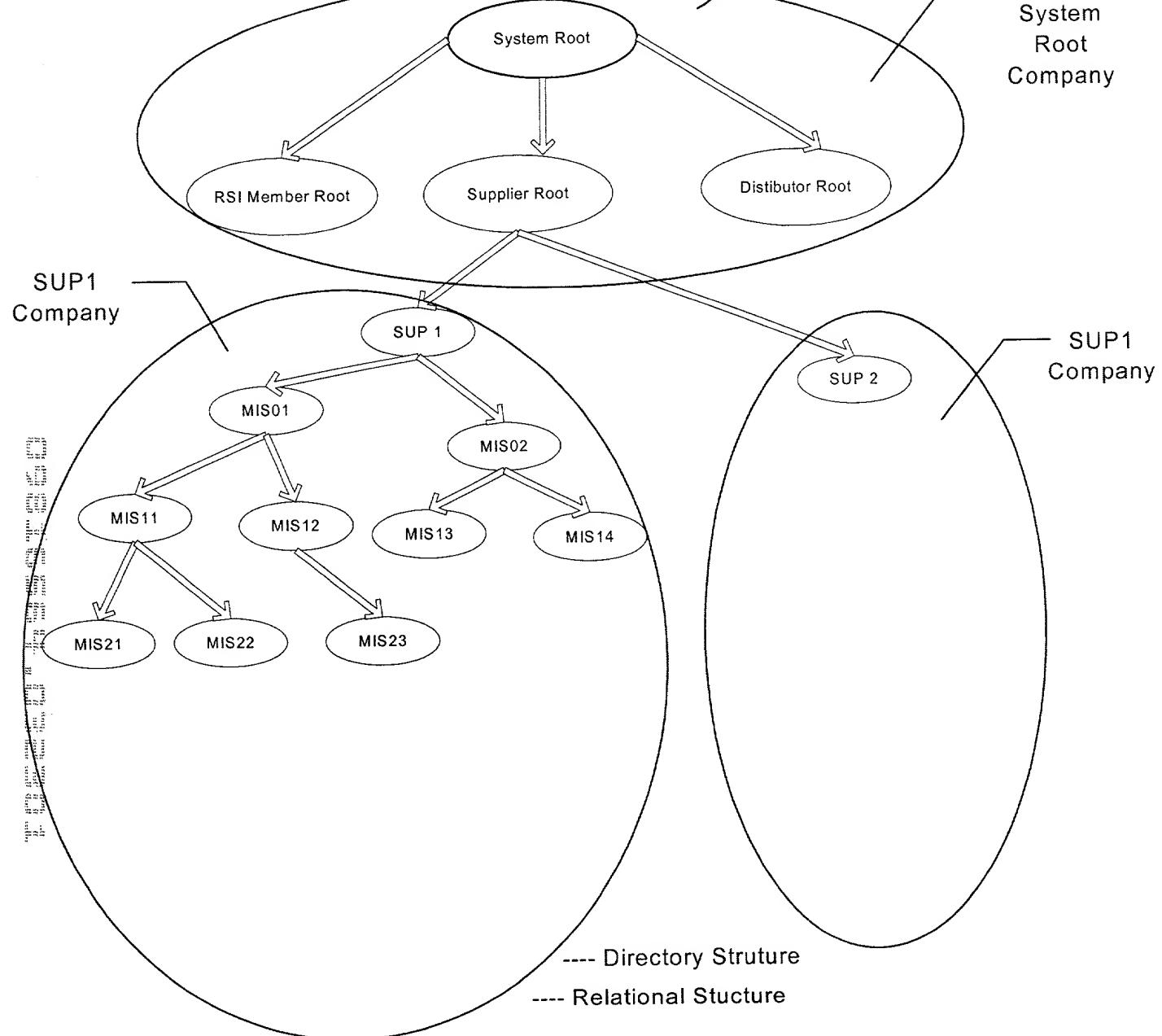


Fig. 86

Group Hierarchy Management: Data Flow

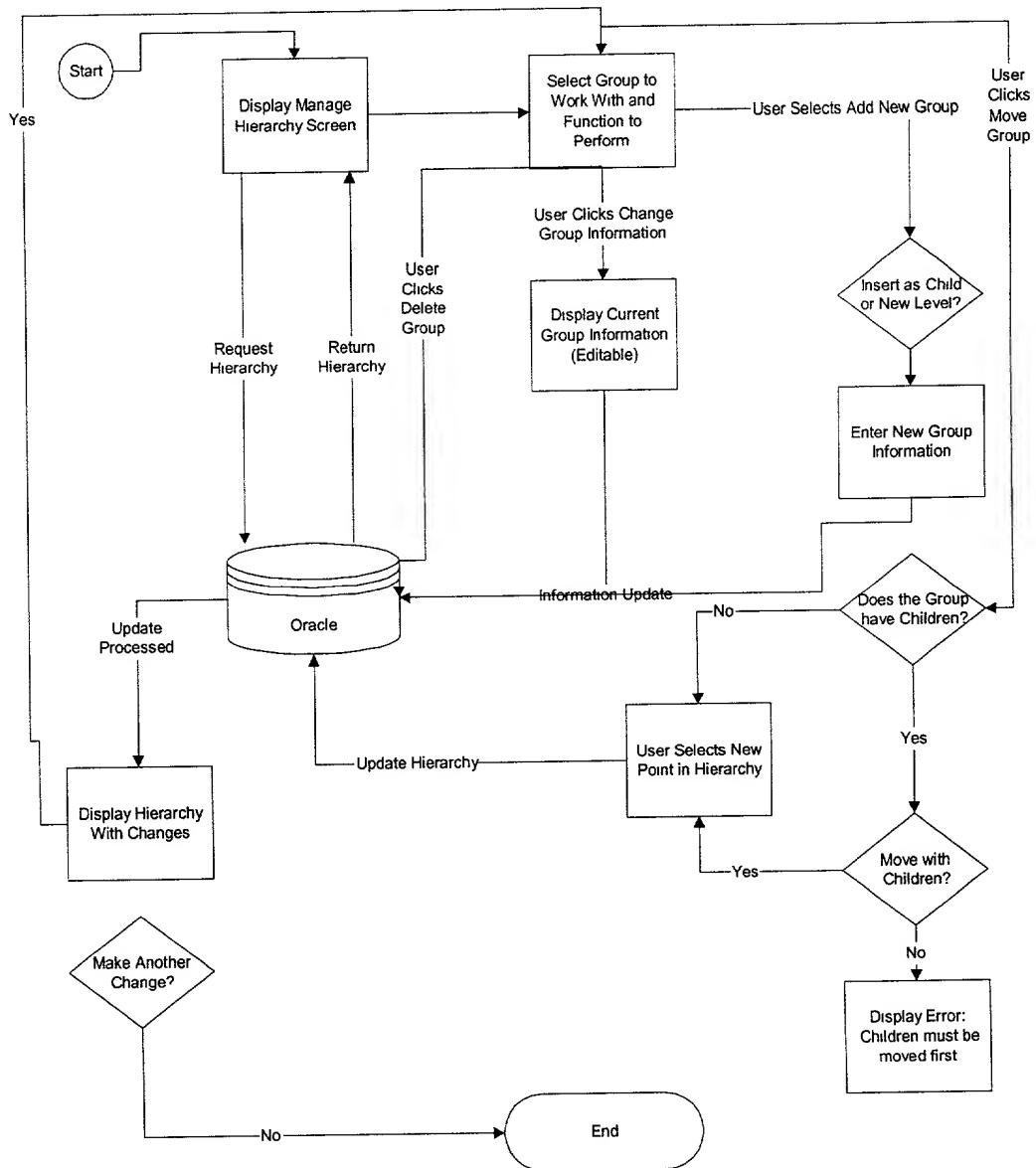


Fig. 87

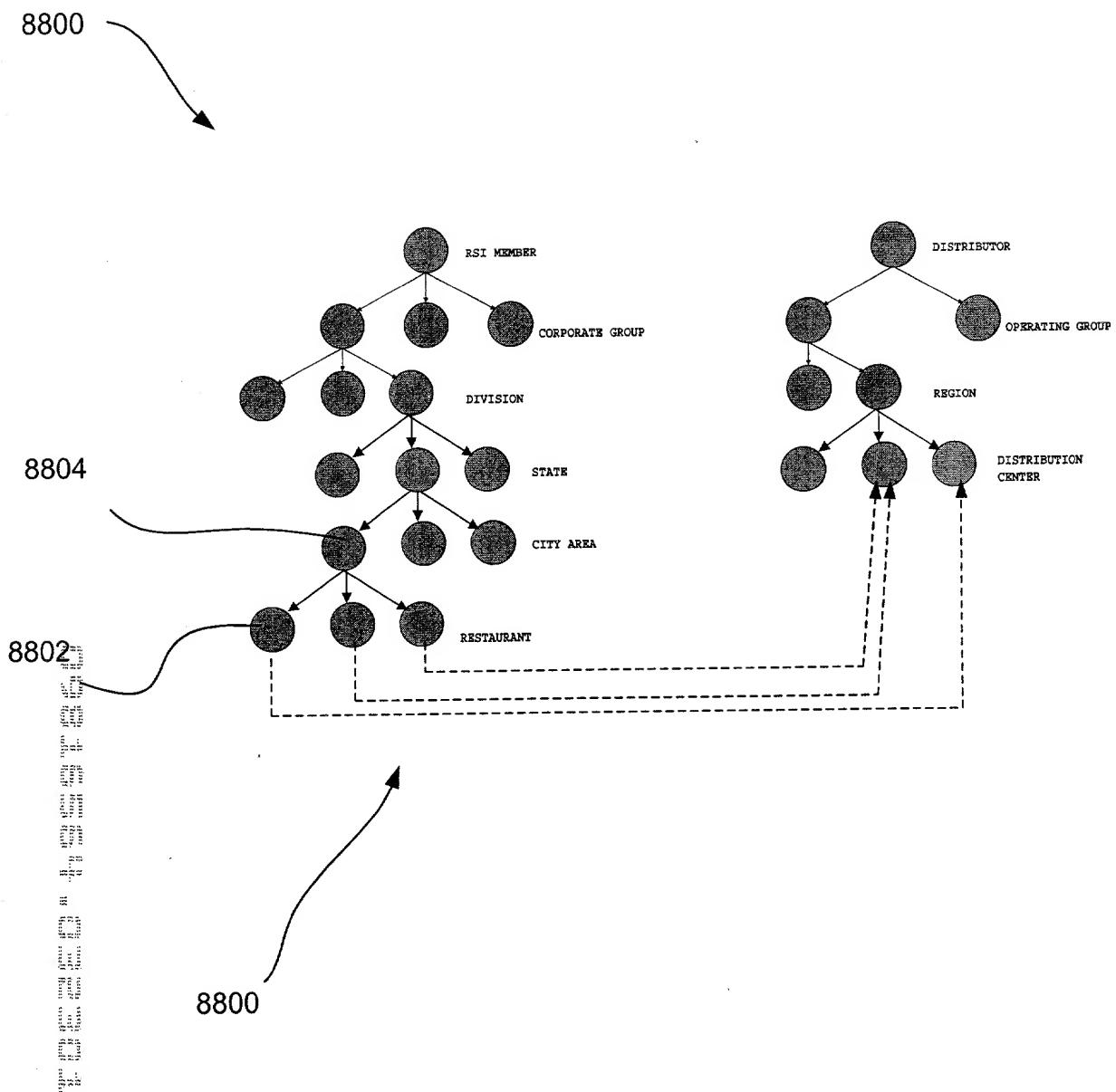


Fig. 88

8902

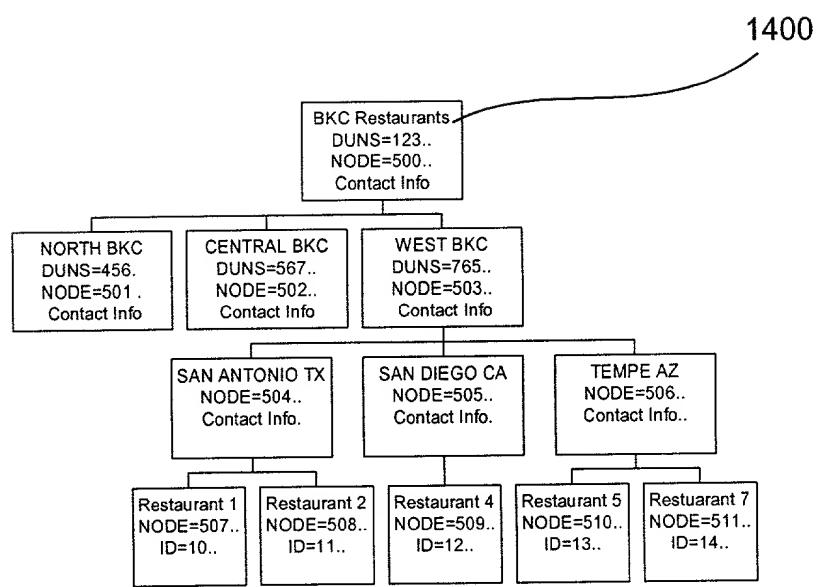


Fig. 89

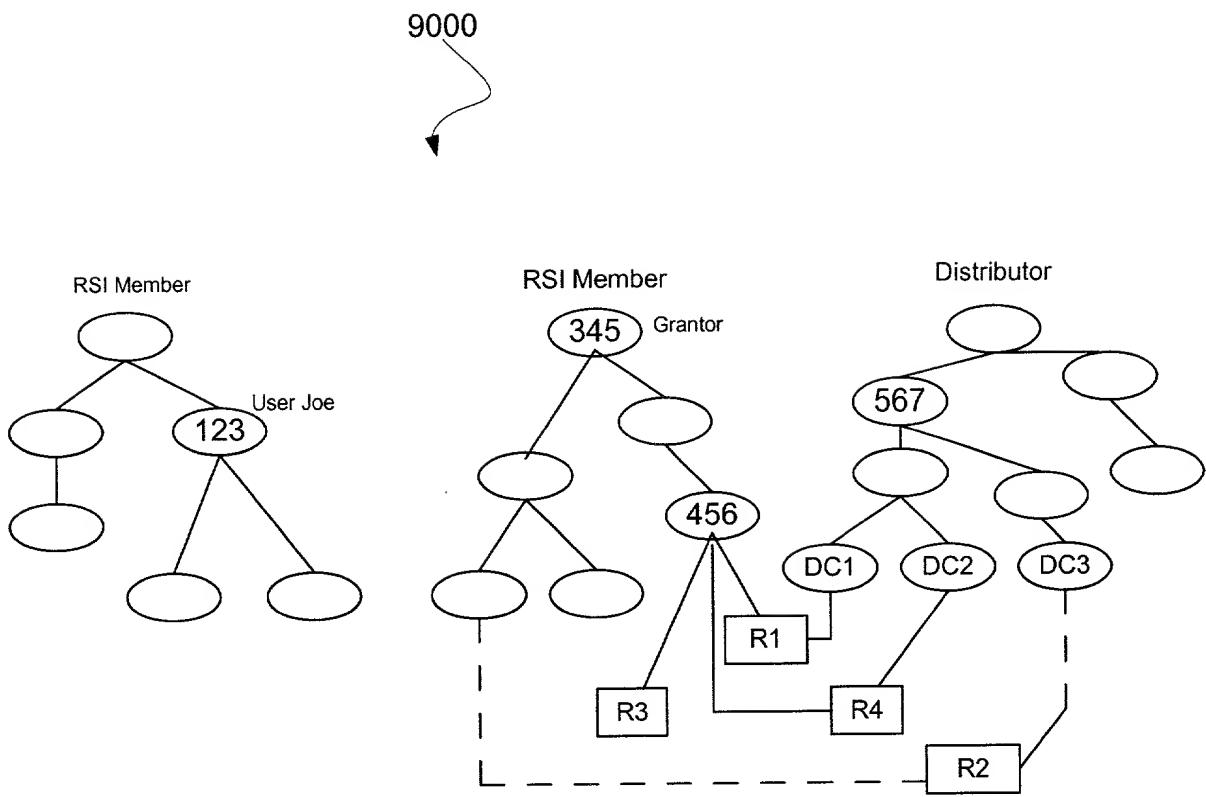


FIG. 90

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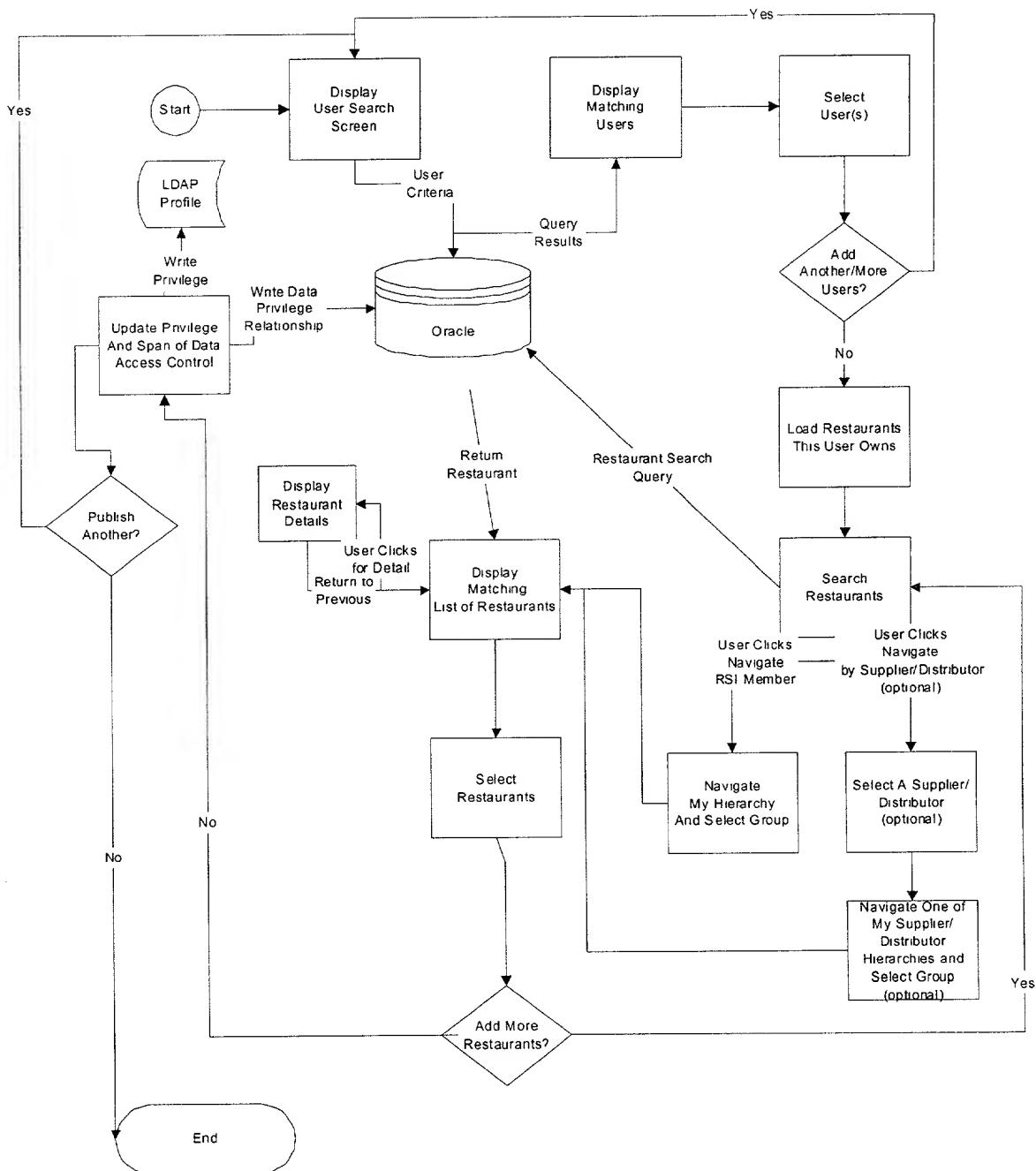


Fig. 91

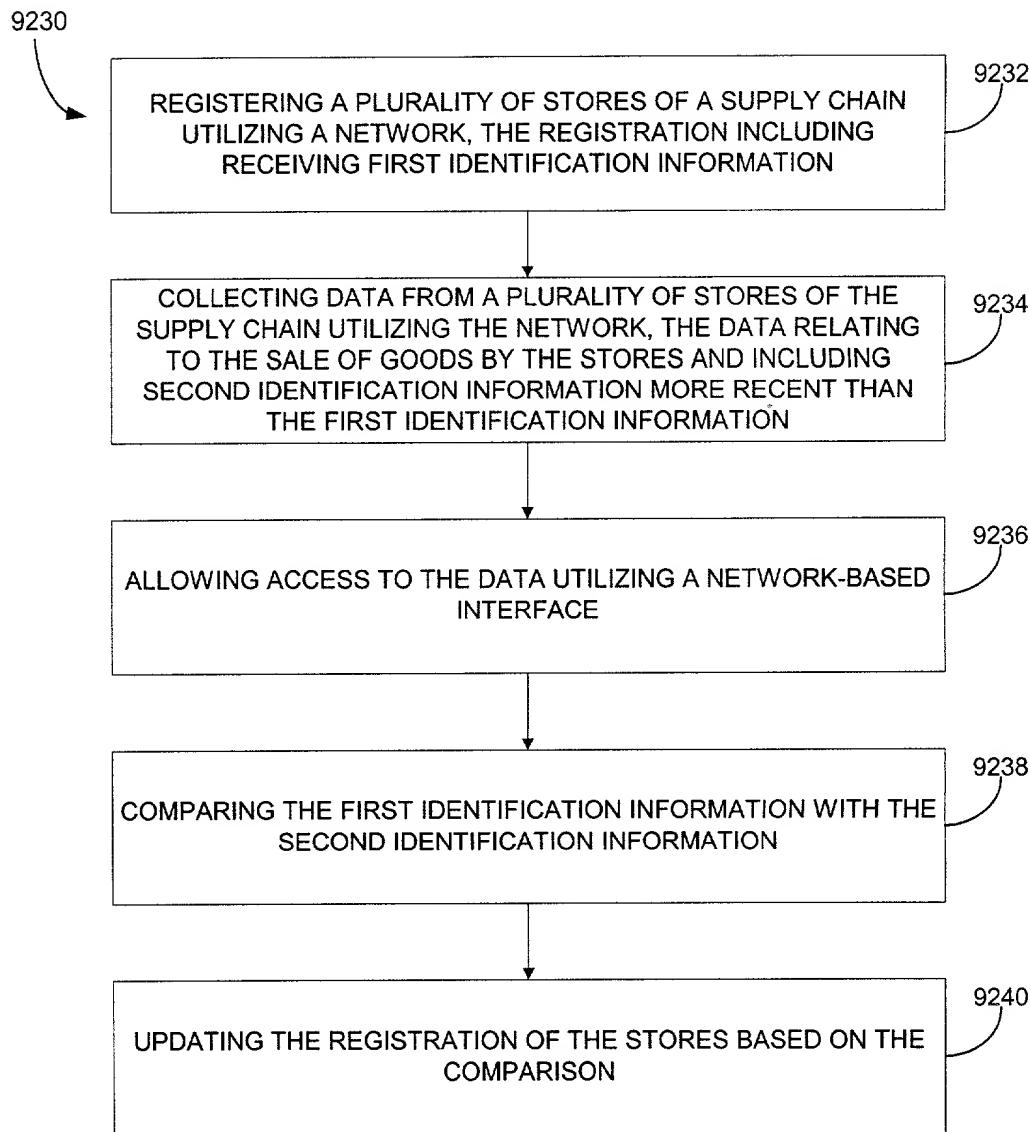


FIG. 92

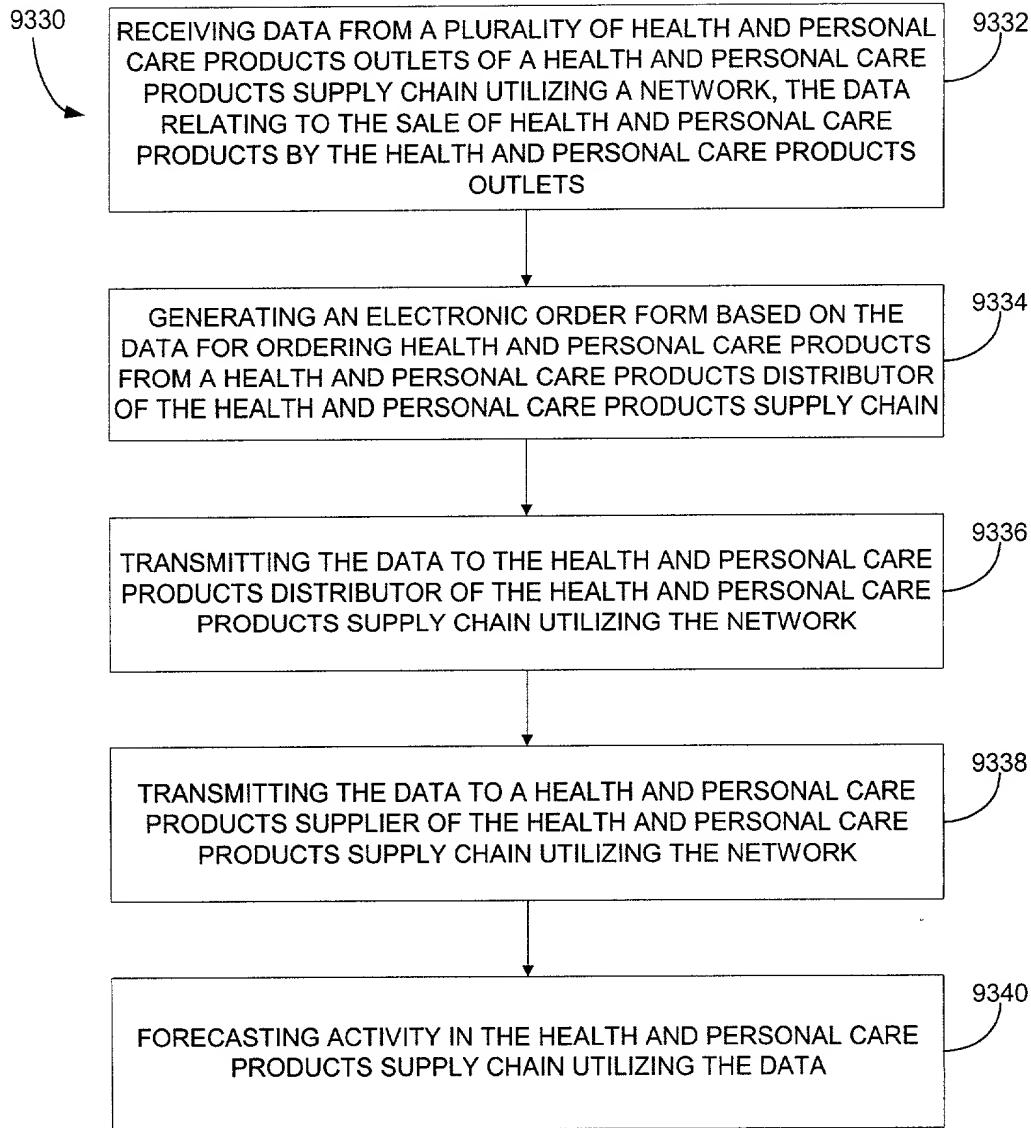


FIG. 93

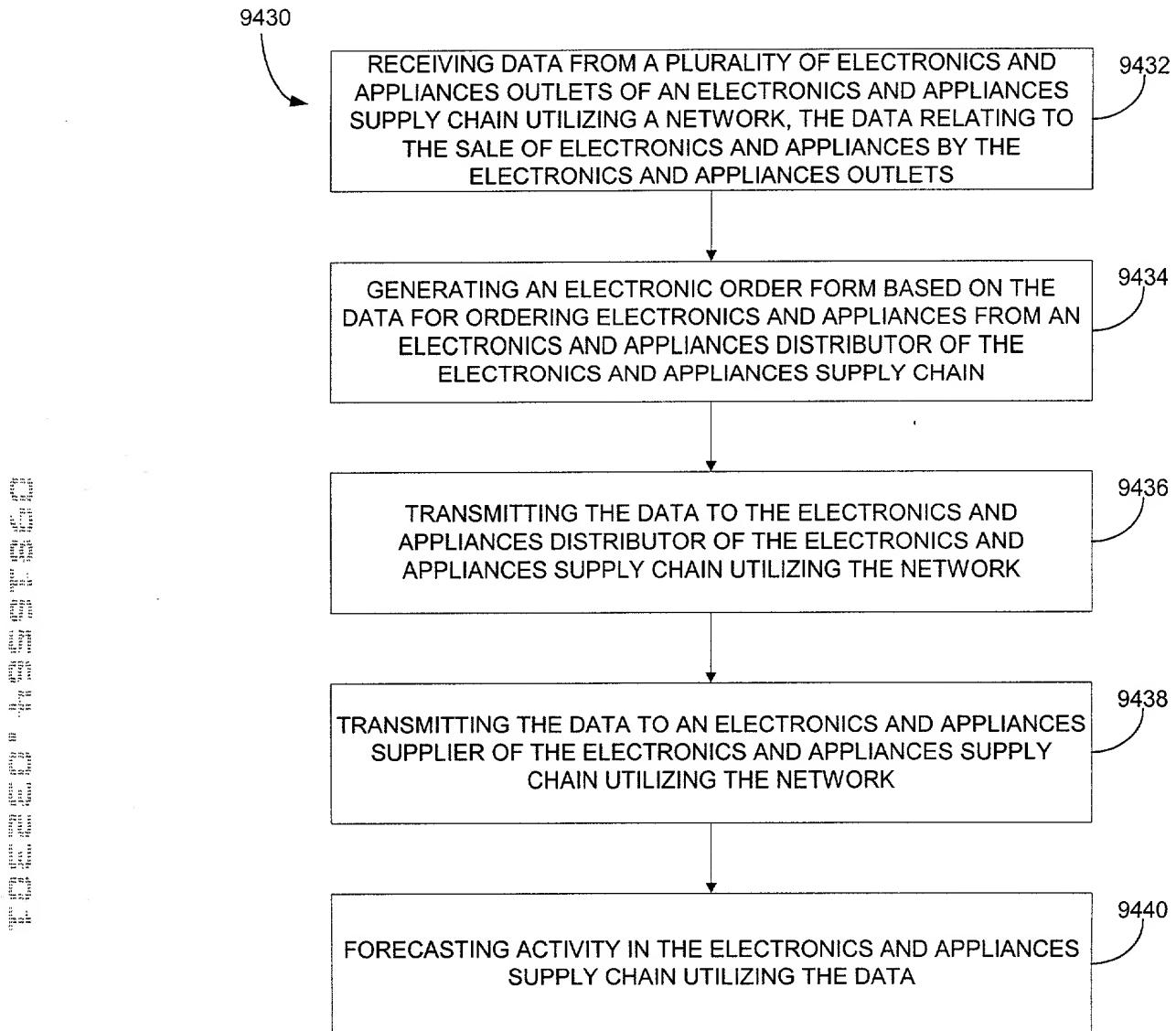


FIG. 94

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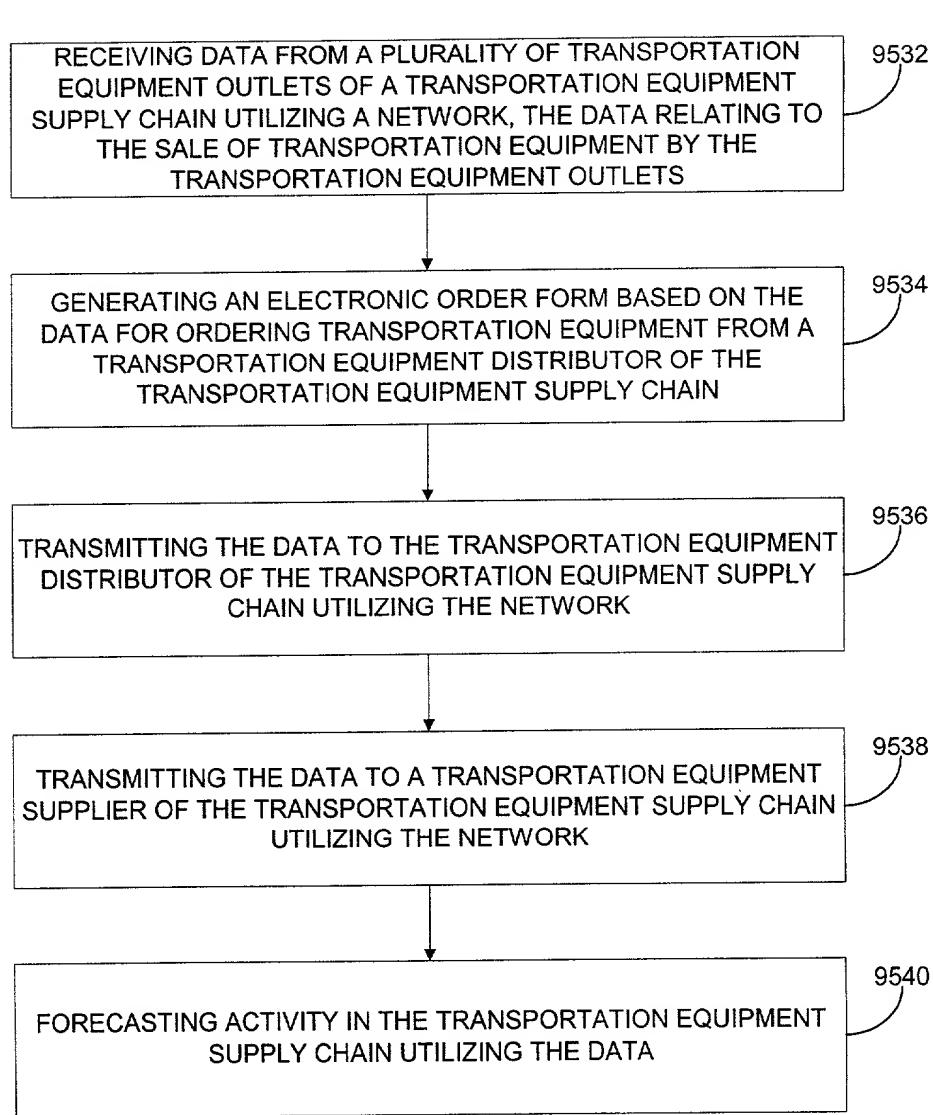


FIG. 95

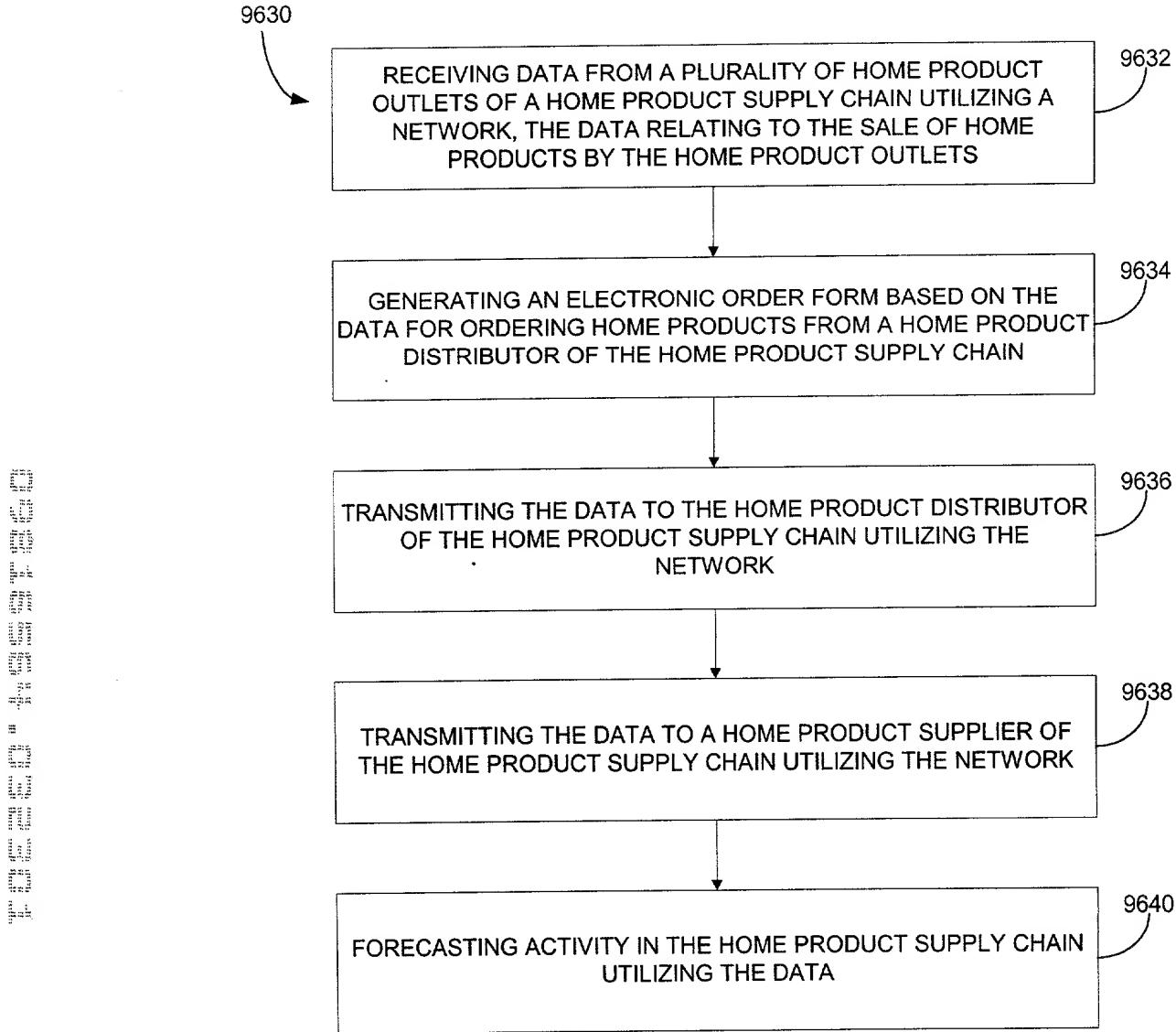


FIG. 96

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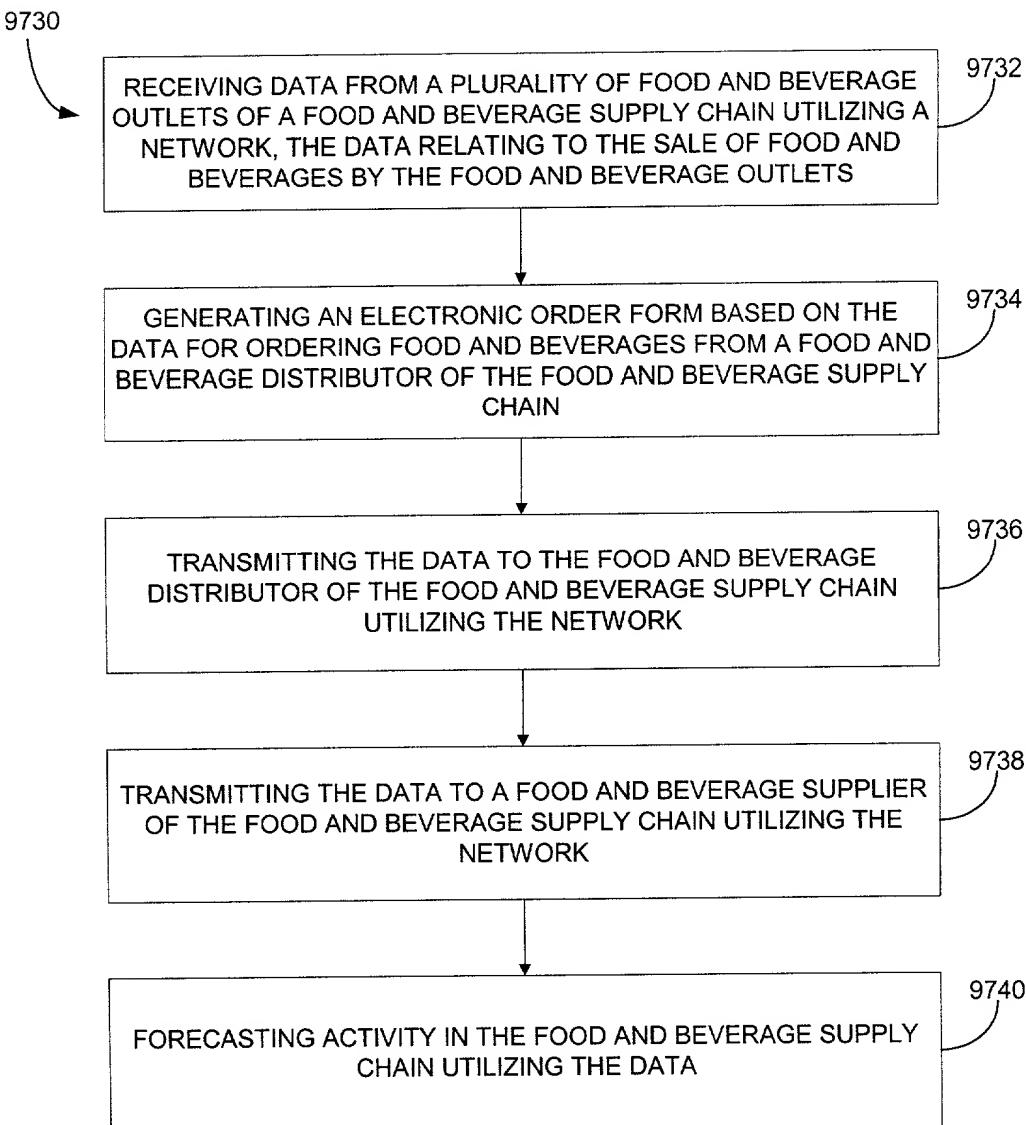


FIG. 97

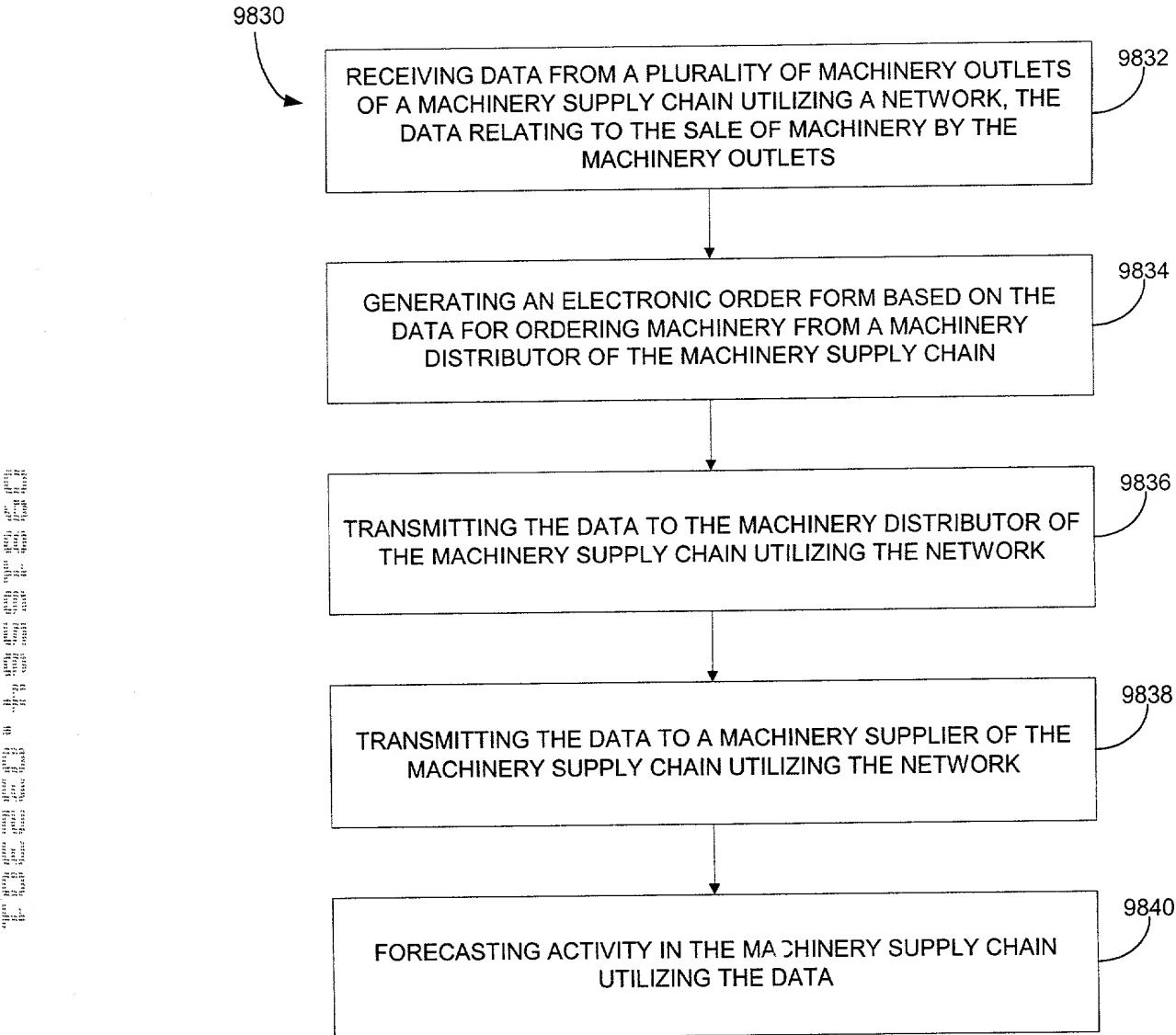


FIG. 98

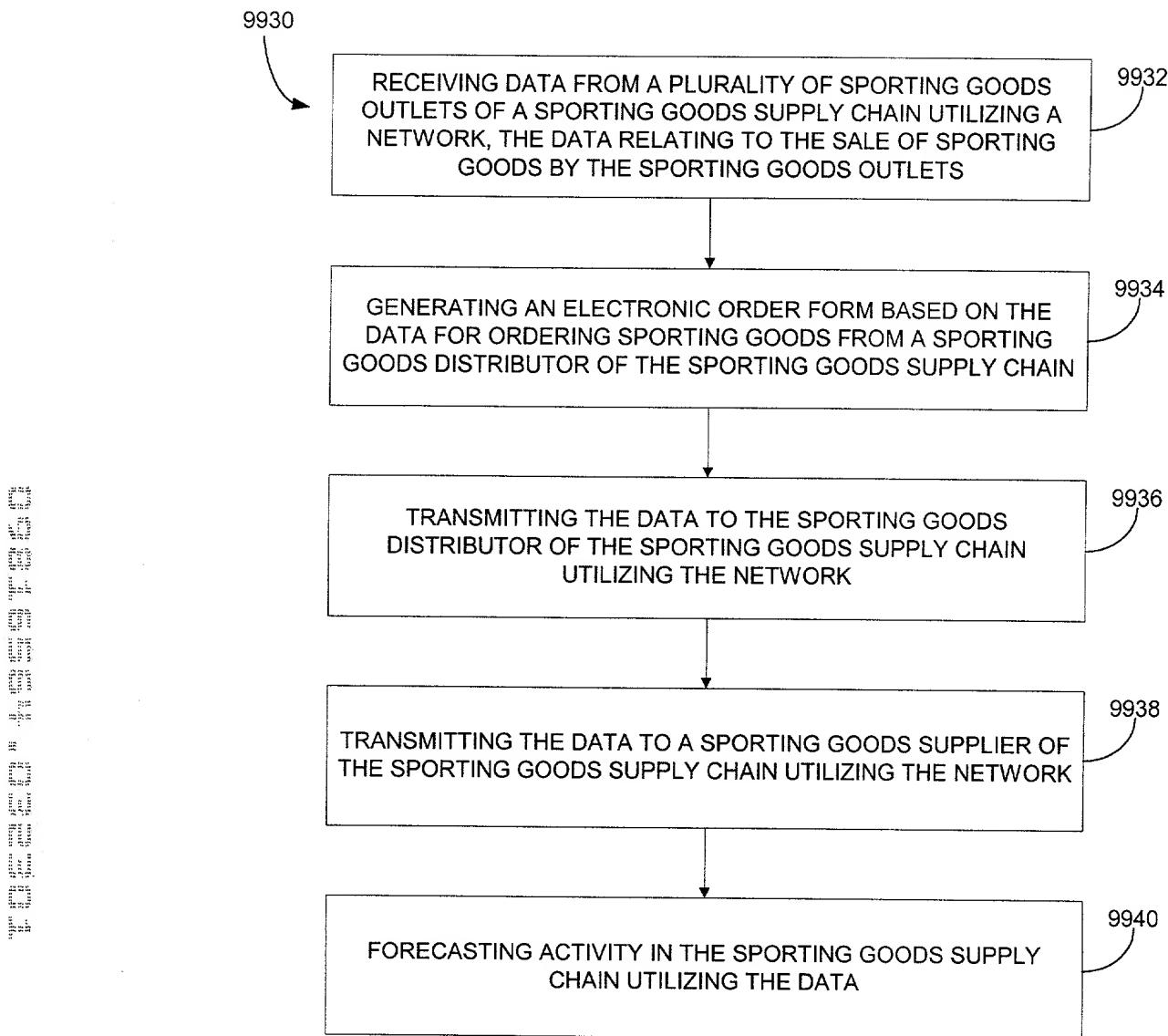


FIG. 99

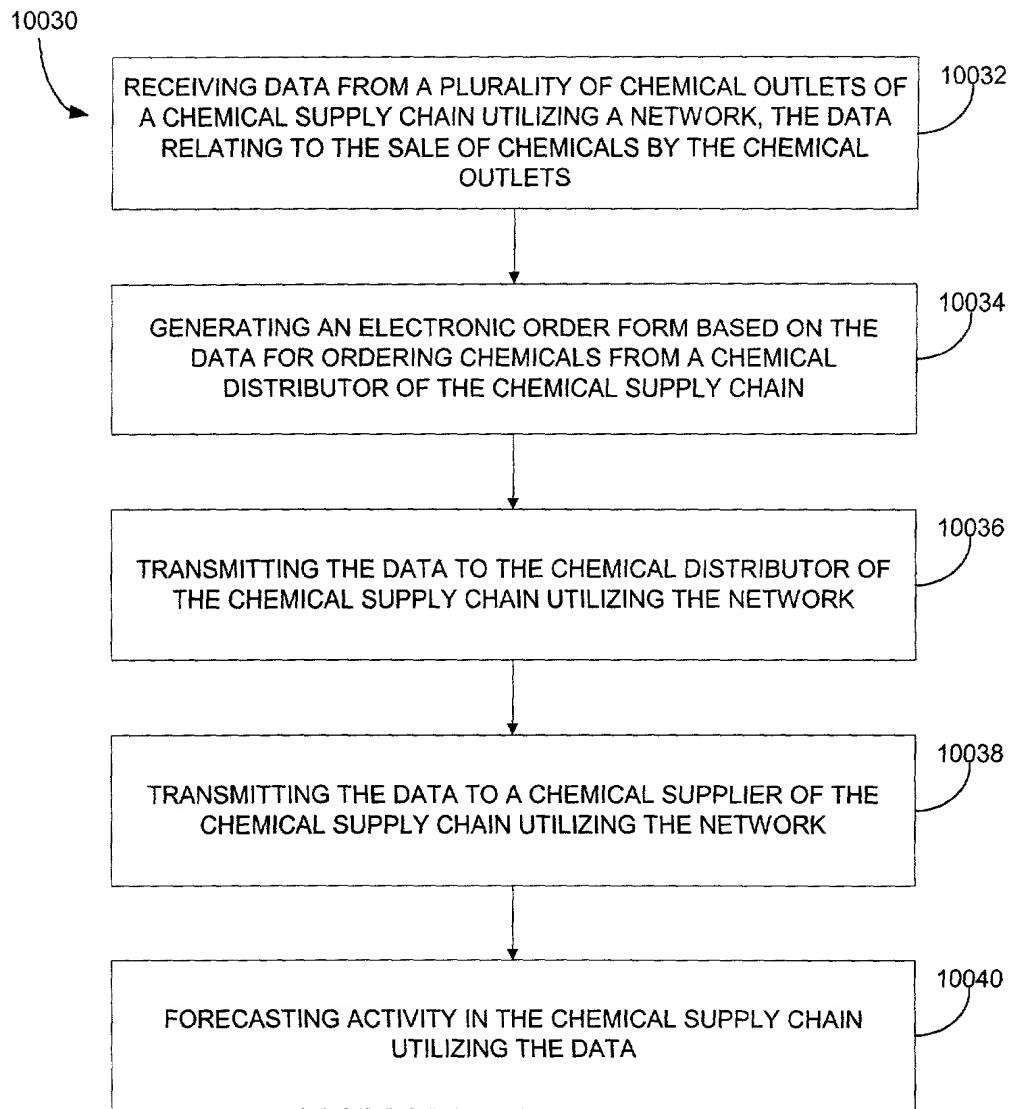


FIG. 100

10130
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10134
10136
10138
10140

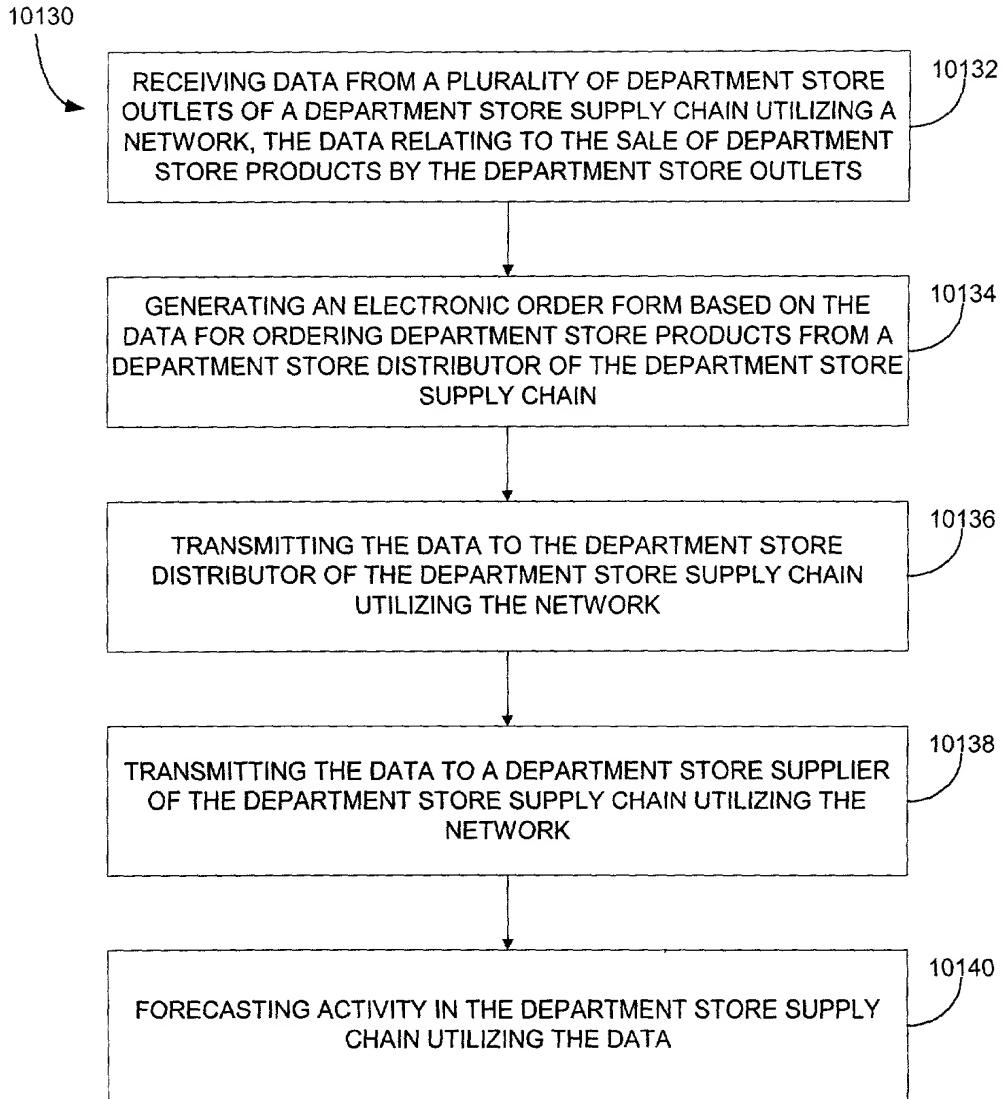


FIG. 101

10230
10232
10234
10236
10238
10240

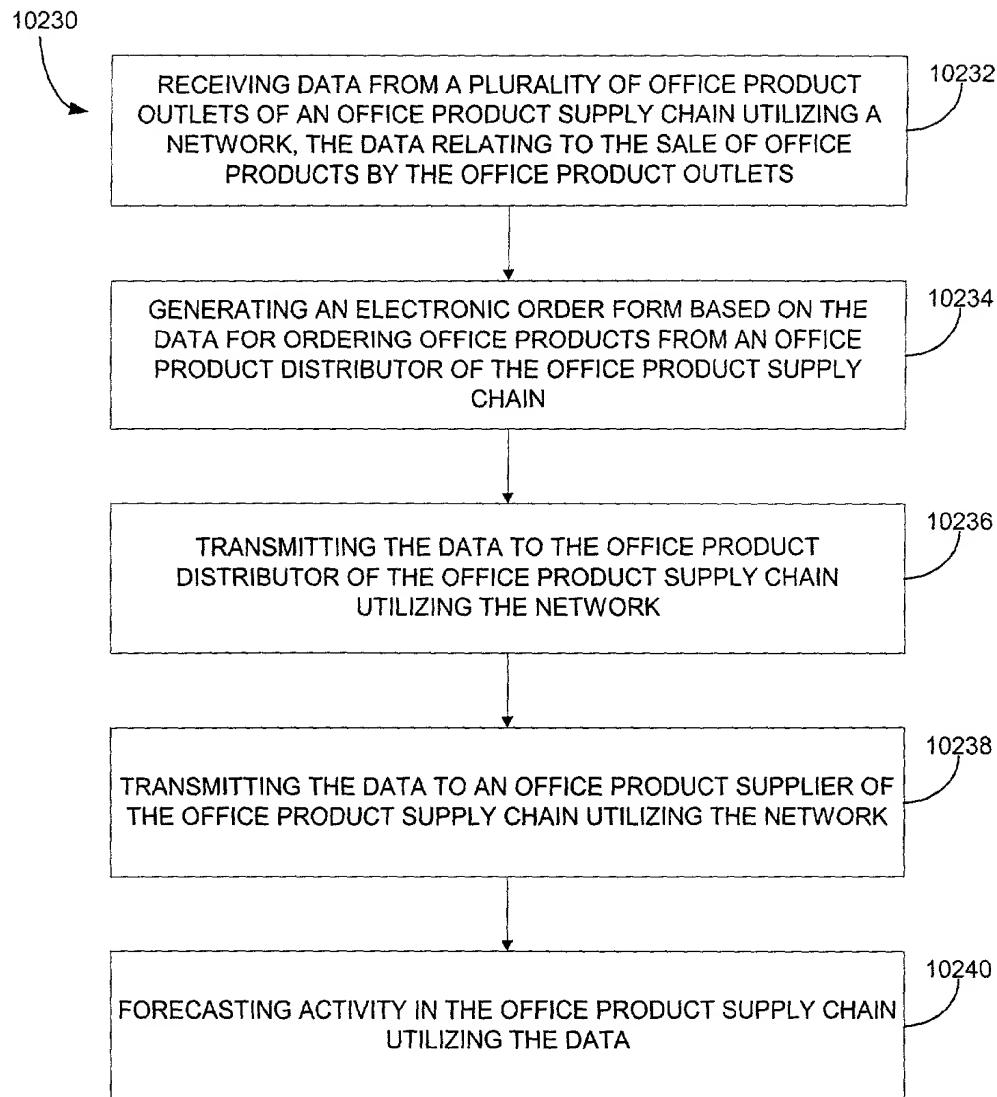


FIG. 102A

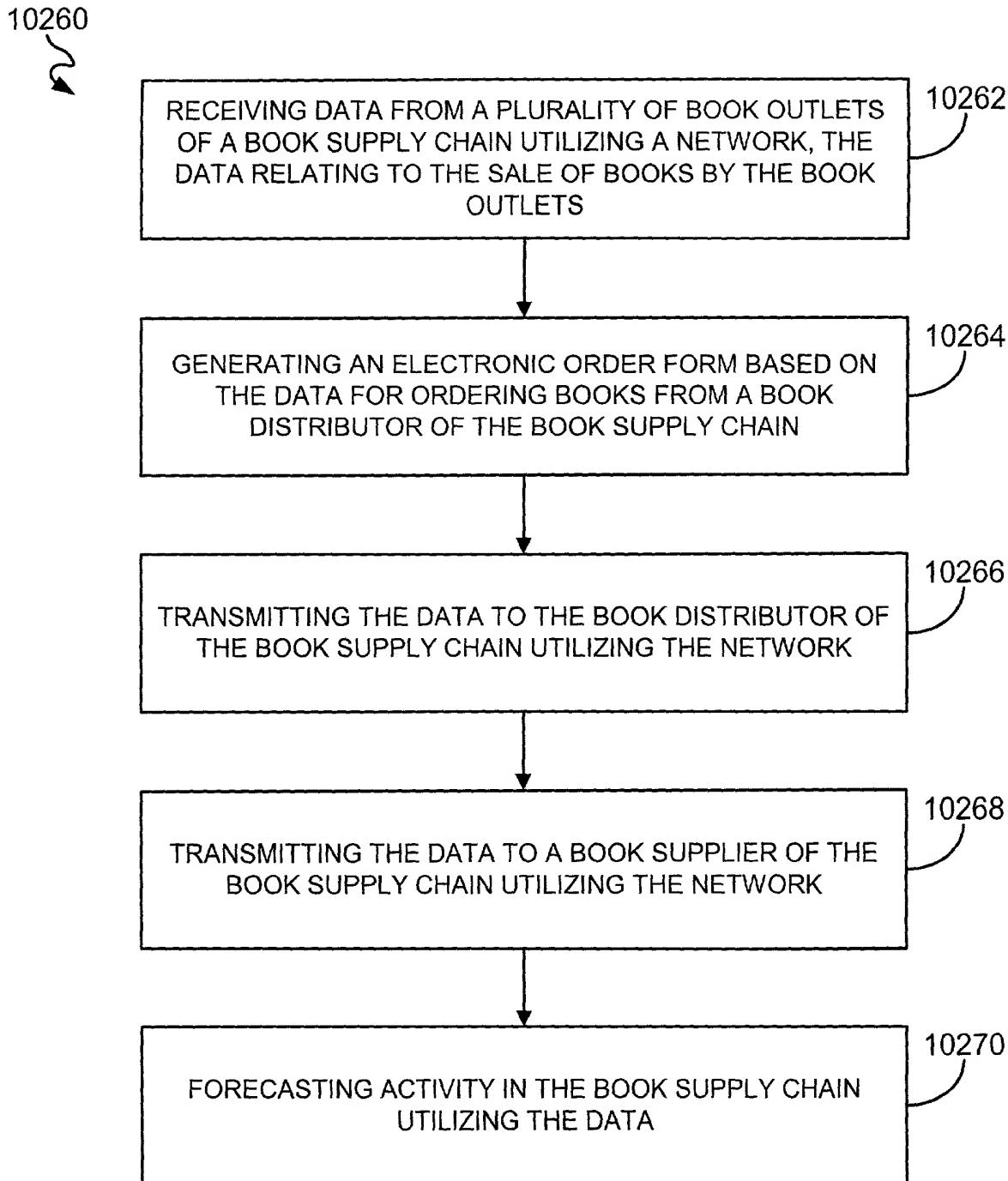


FIG. 102B

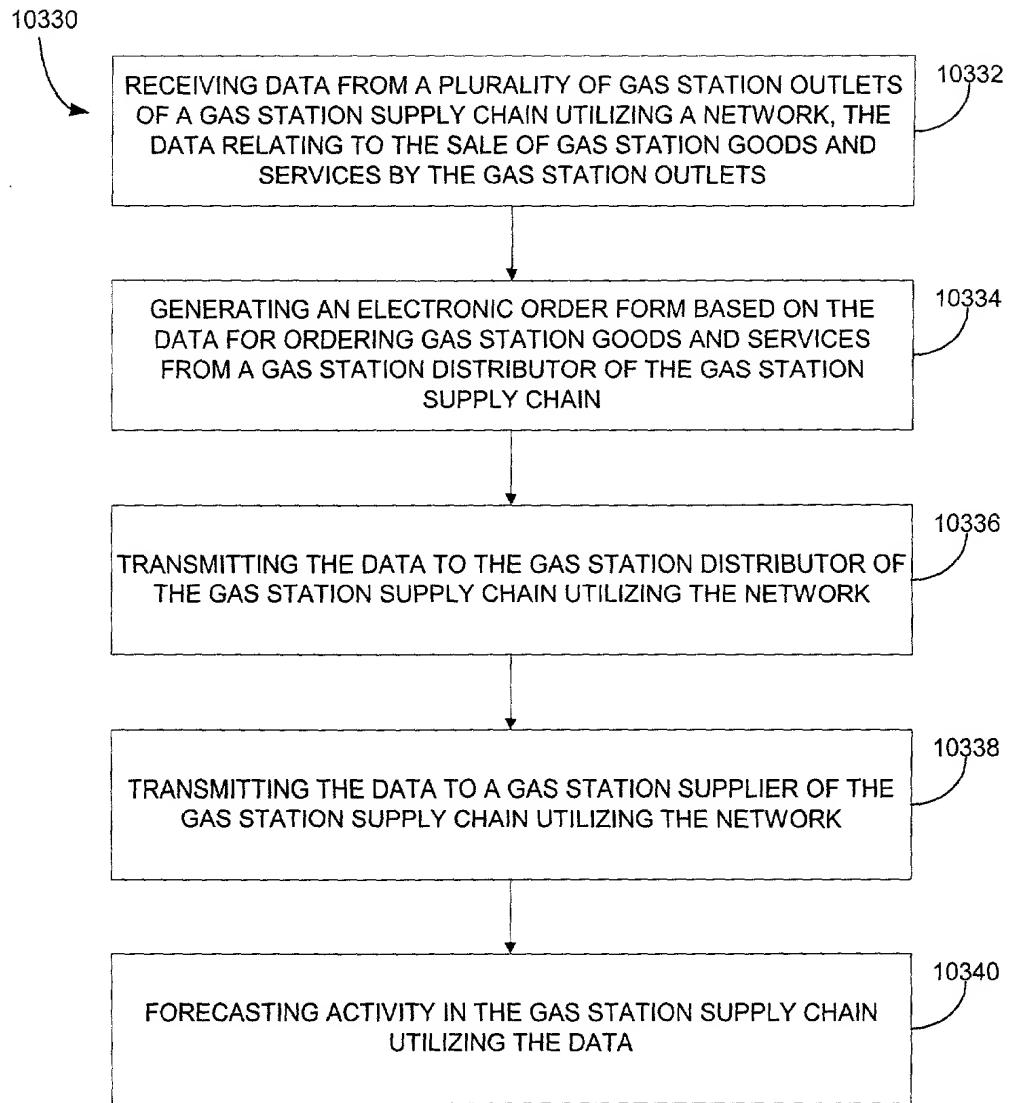


FIG. 103

10430
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10440

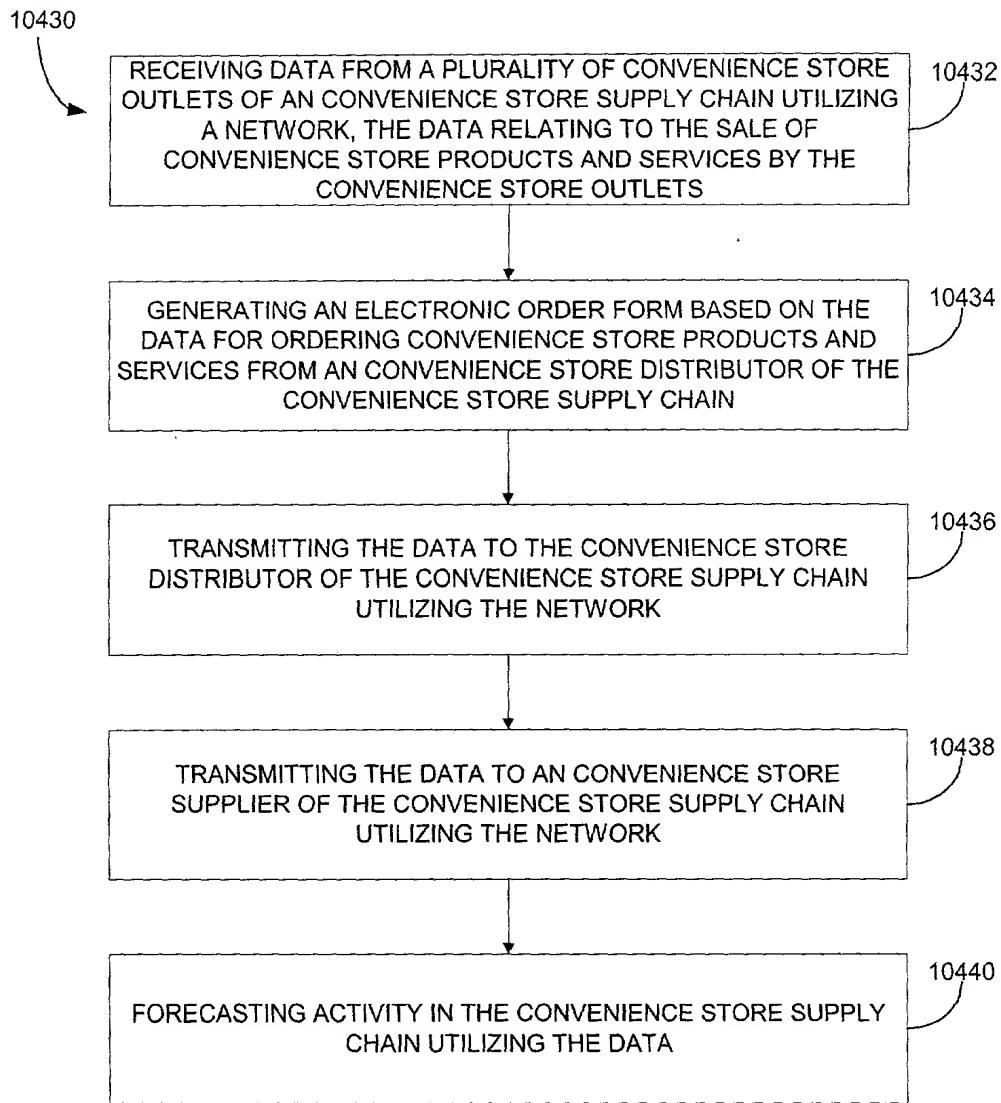


FIG. 104A

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR
OF THE TOY SUPPLY CHAIN

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY
SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN
UTILIZING THE DATA

FIG. 104B

10530
10532
10534
10536
10538
10540

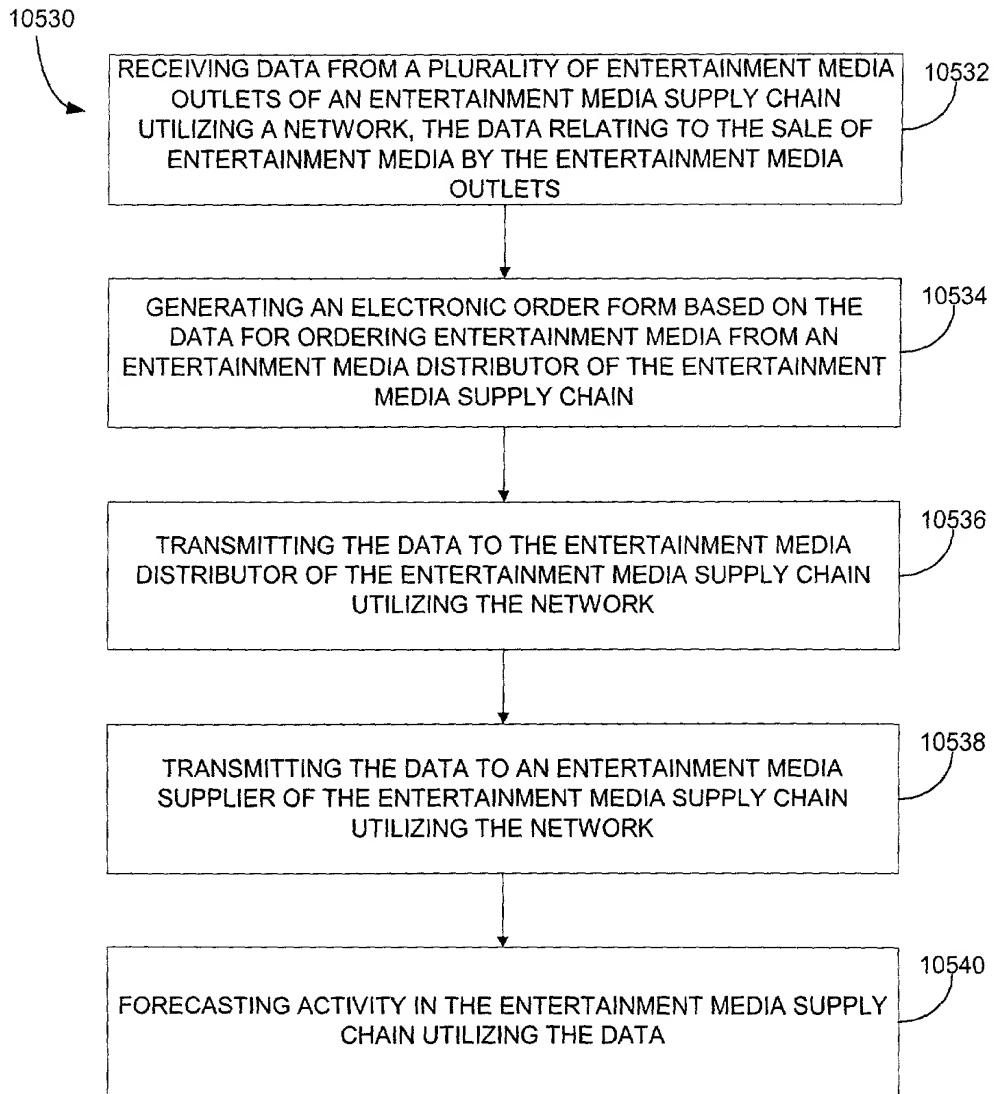


FIG. 105

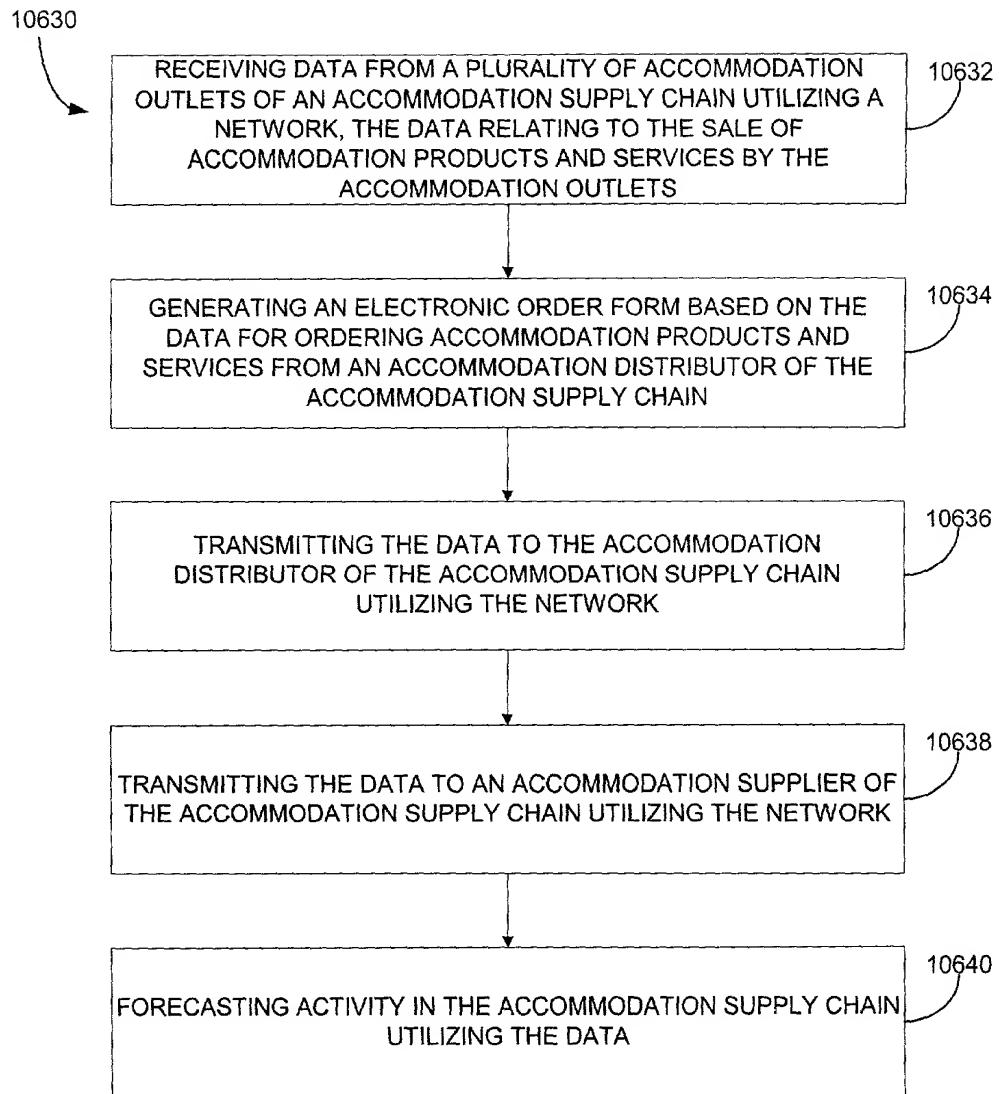


FIG. 106

10730
10732
10734
10736

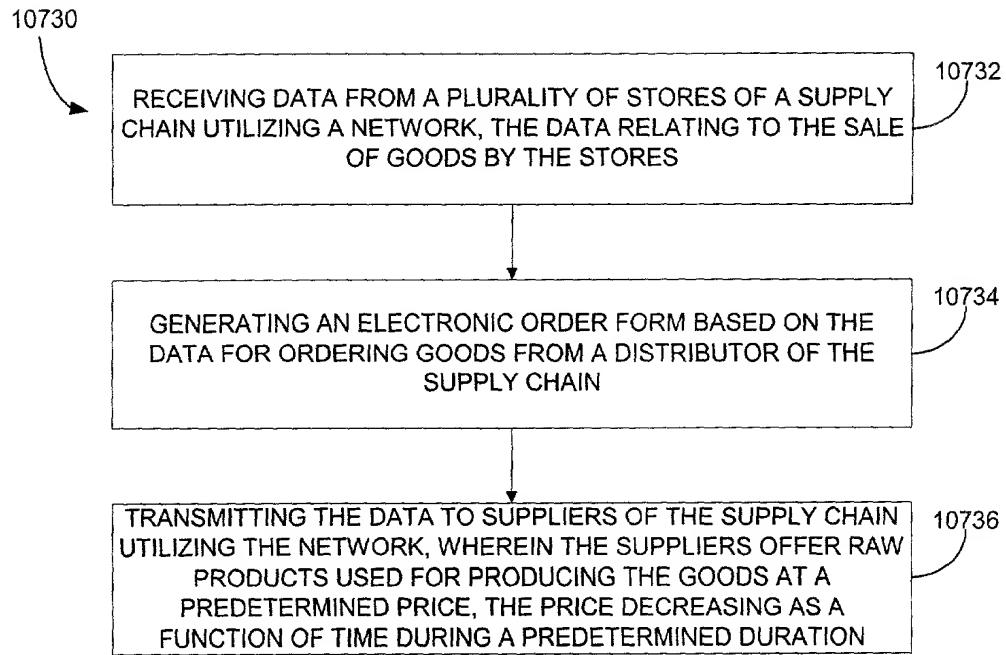


FIG. 107

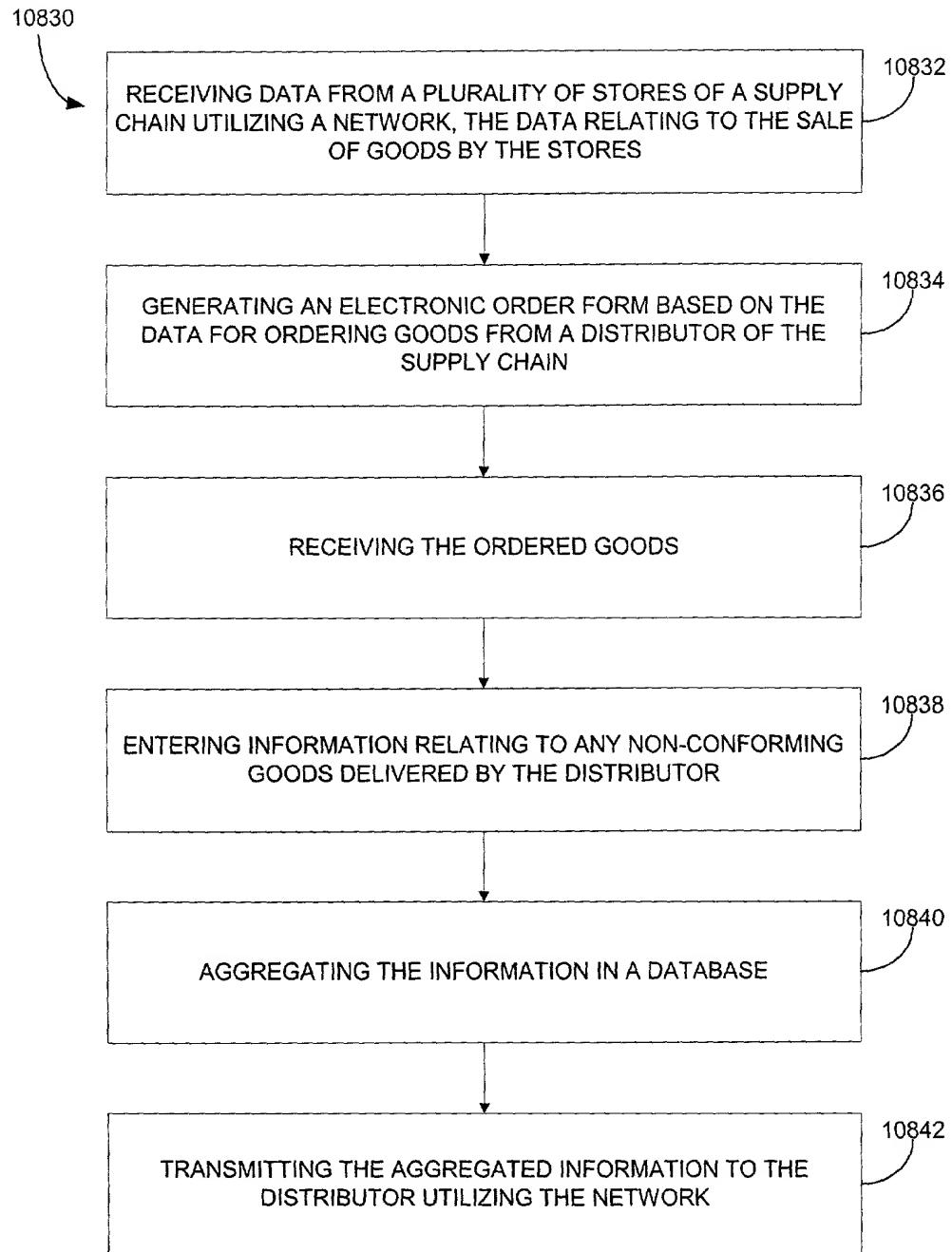


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10902

10904

10906

10908

FIG. 109

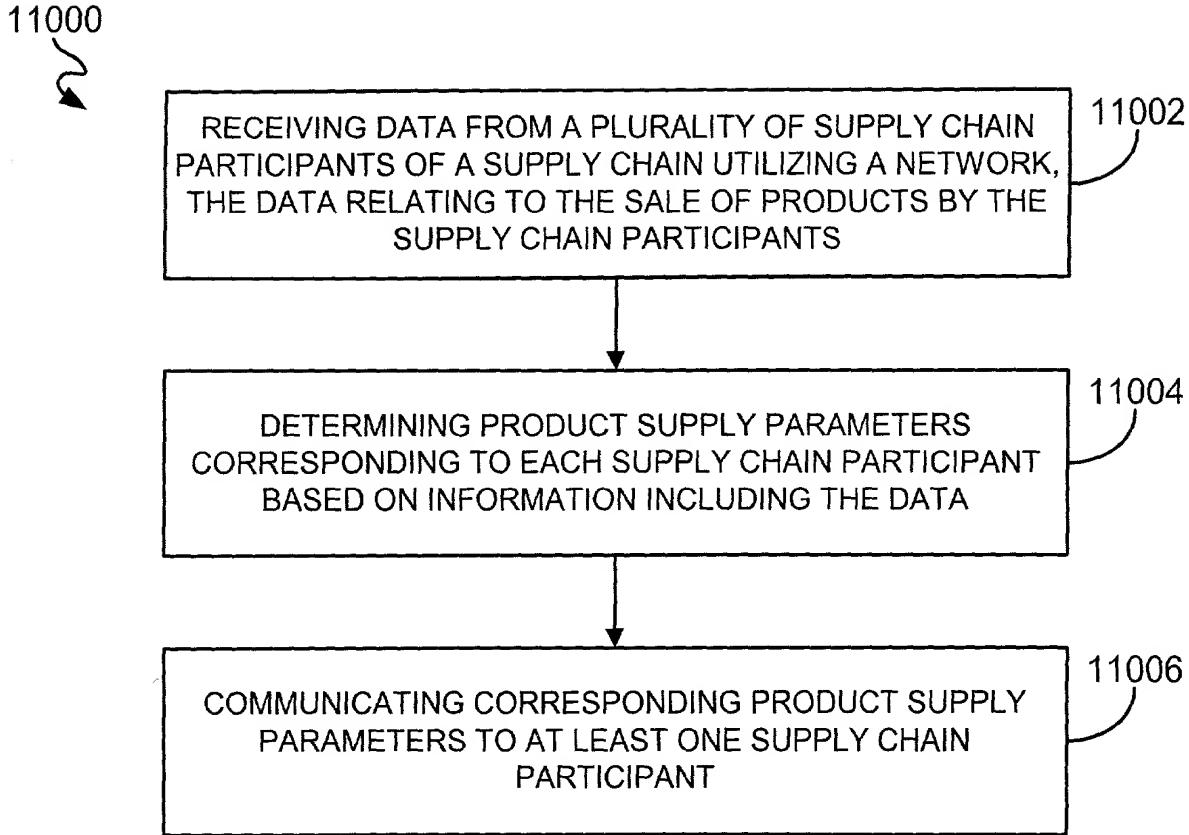


FIG. 110

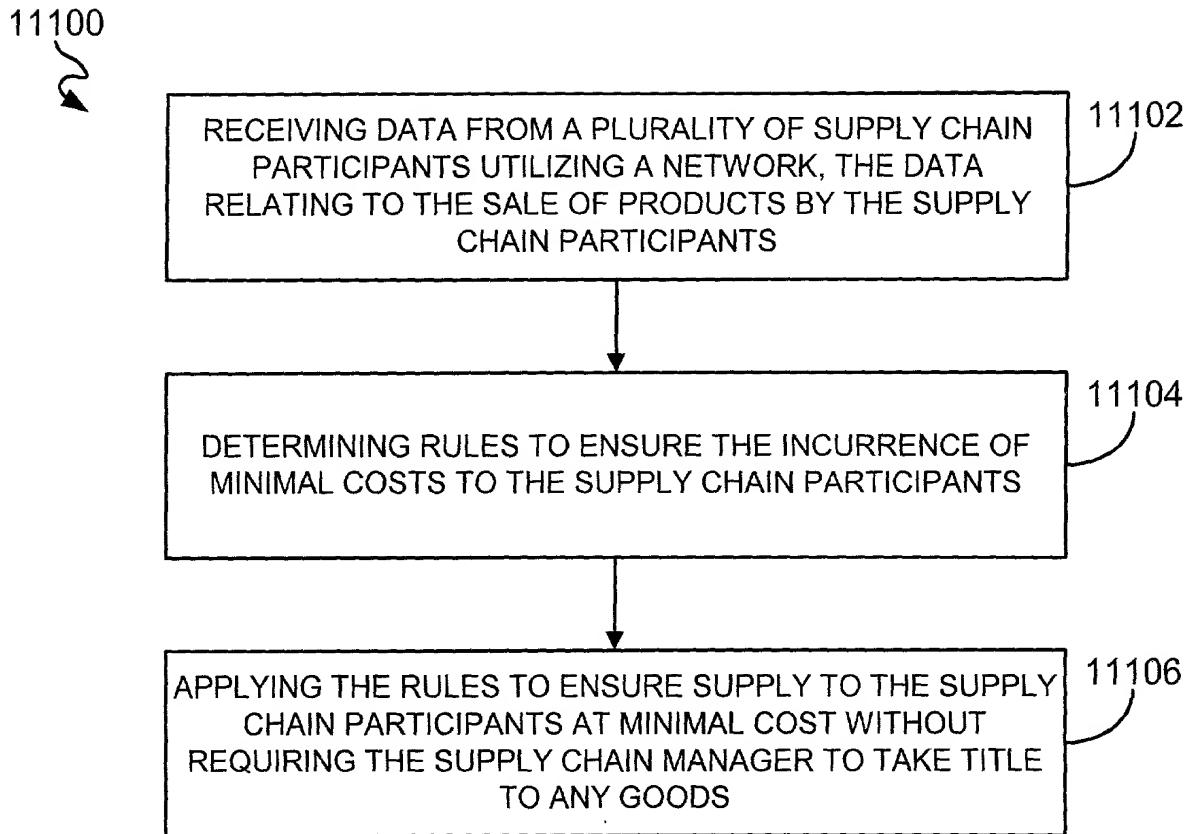


FIG. 111

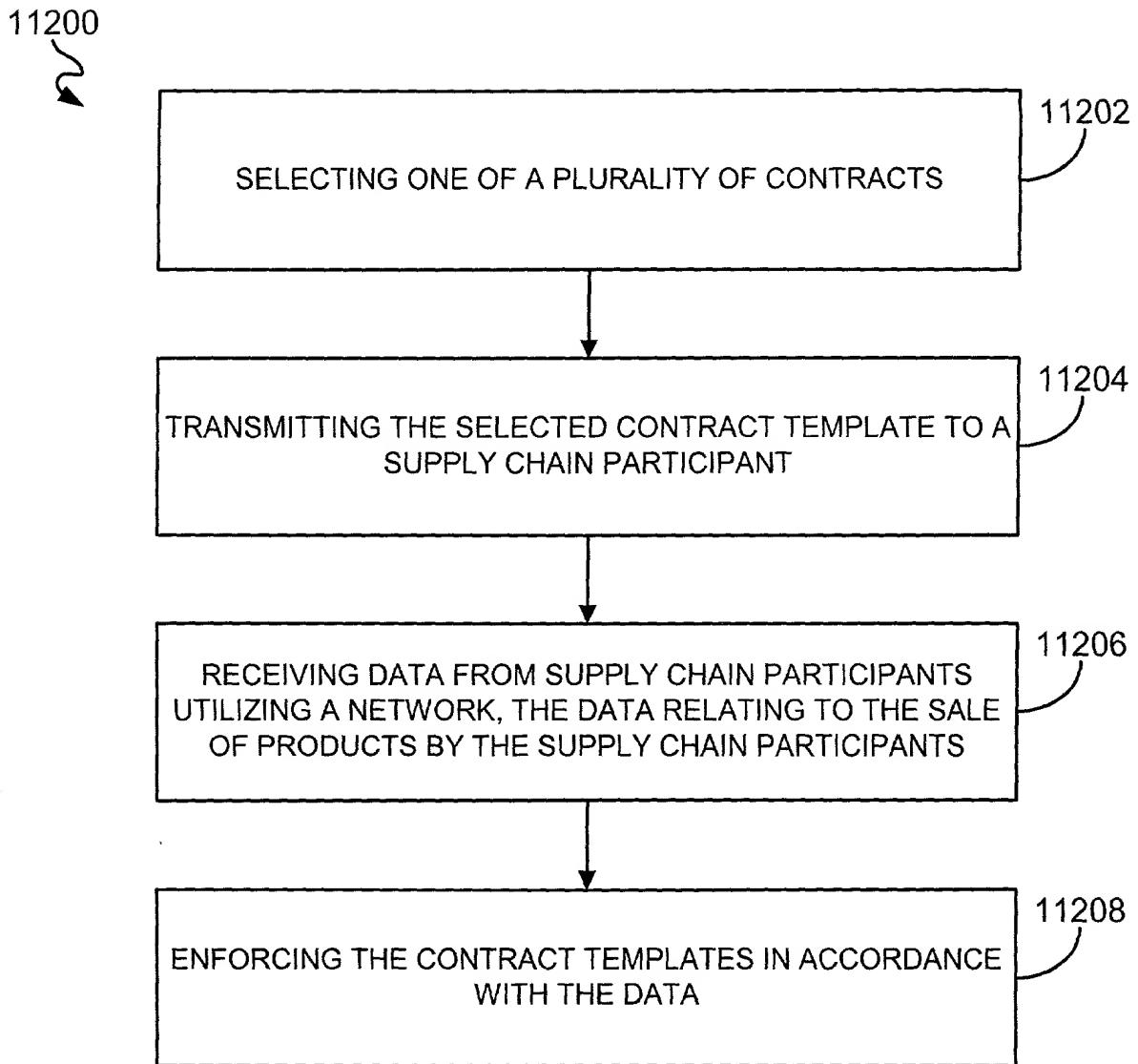


FIG. 112

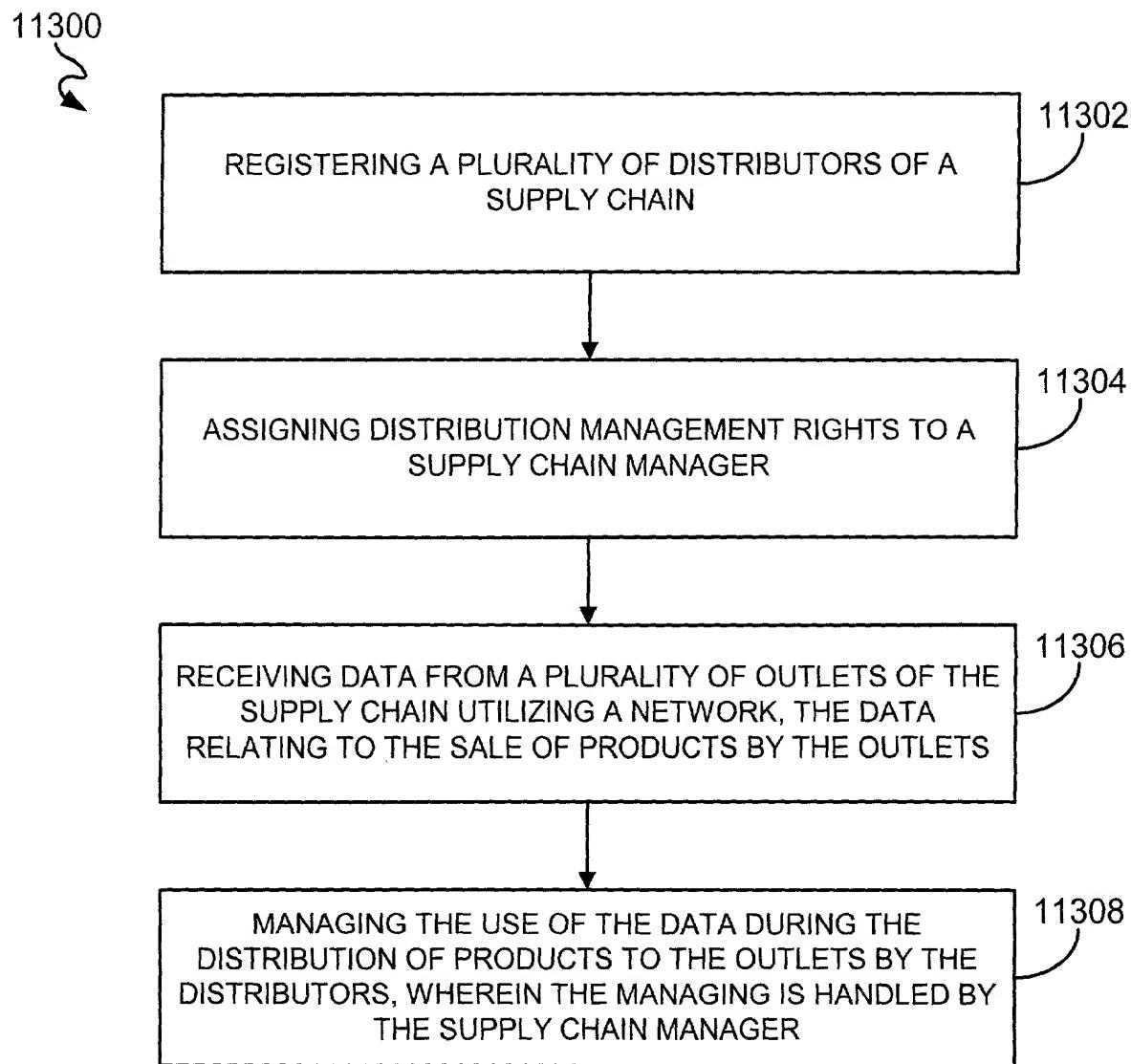


FIG. 113

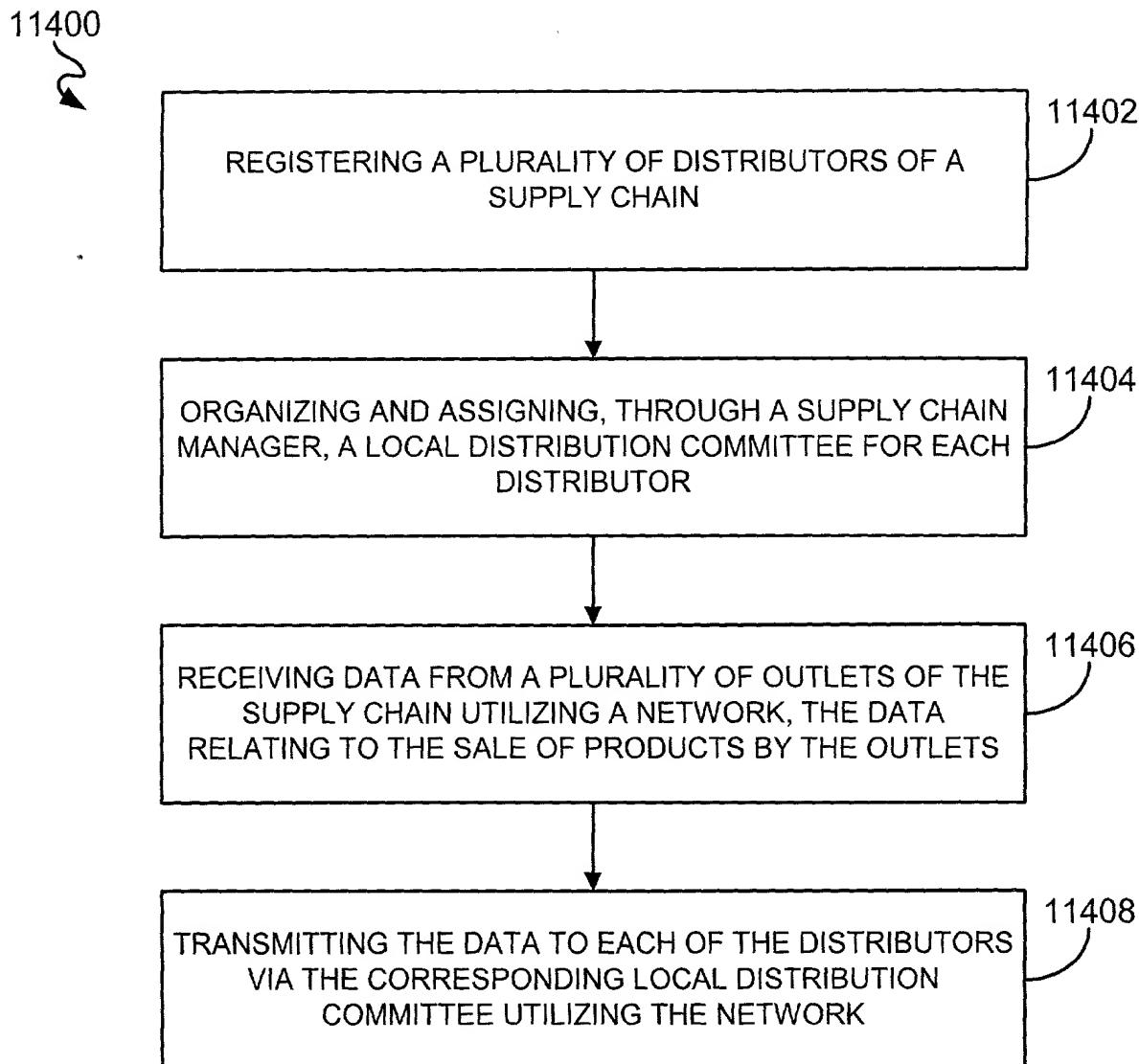


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE



11502

11504

11506

11508

11510

11512

FIG. 115

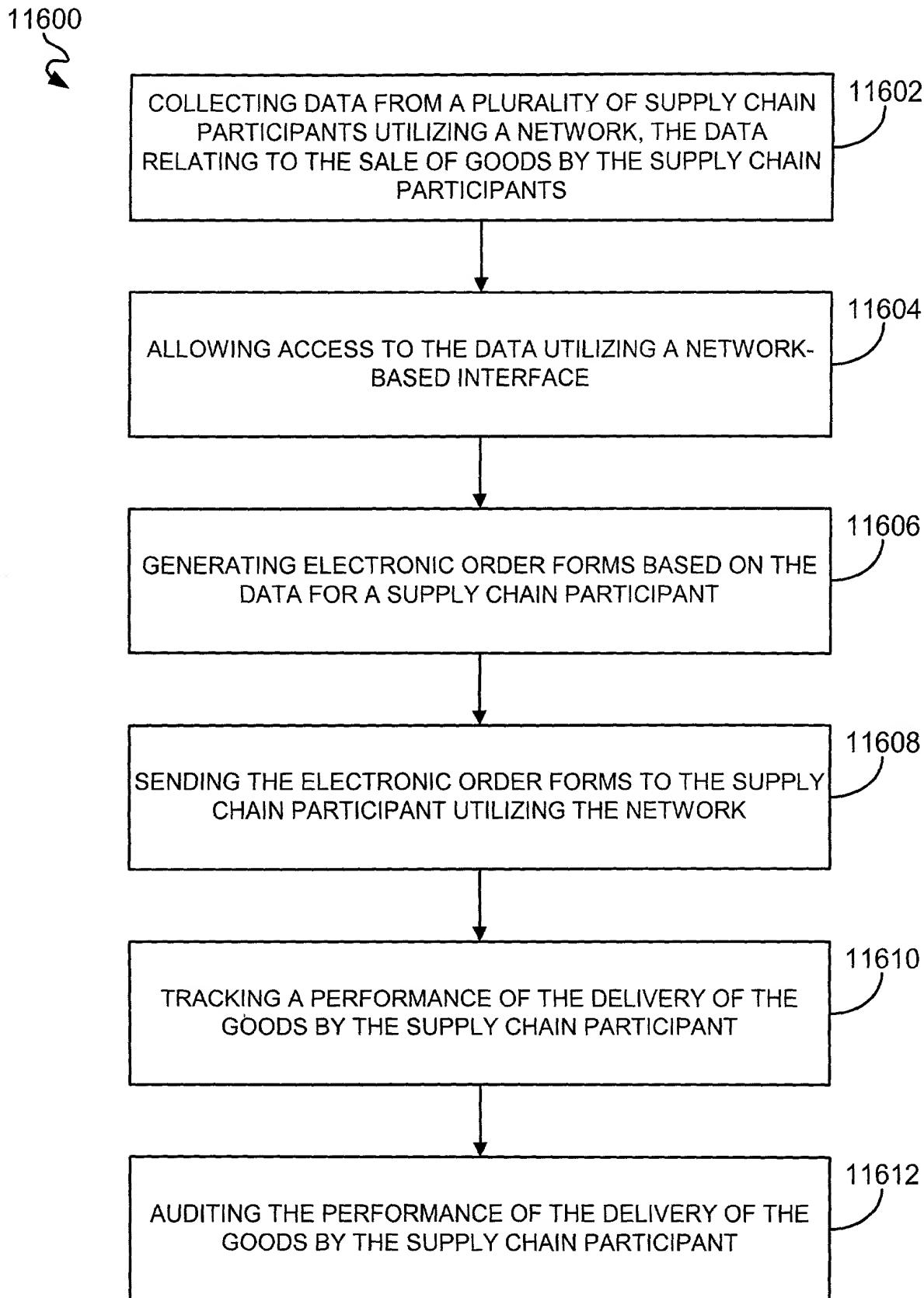


FIG. 116

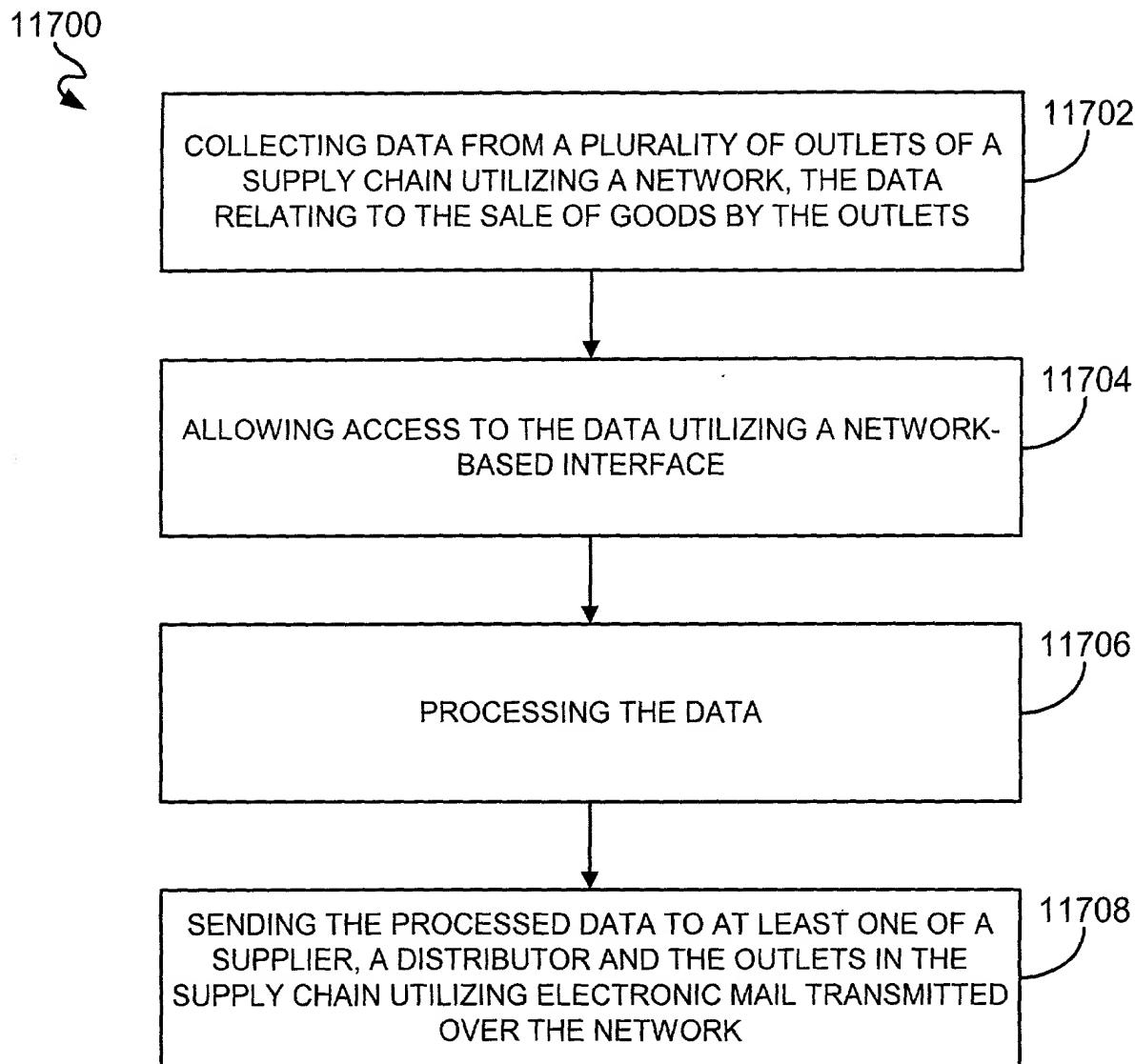


FIG. 117

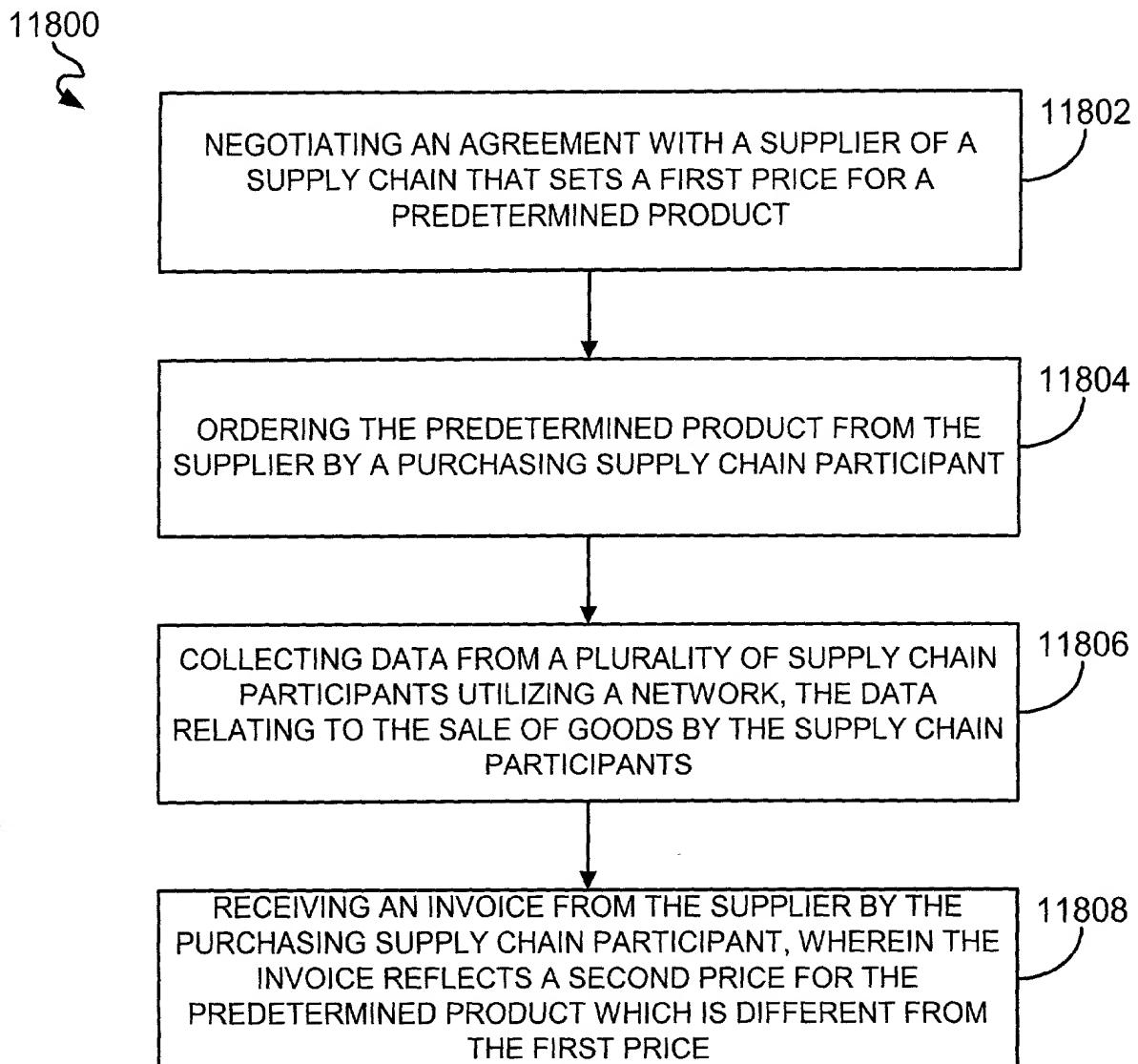


FIG. 118

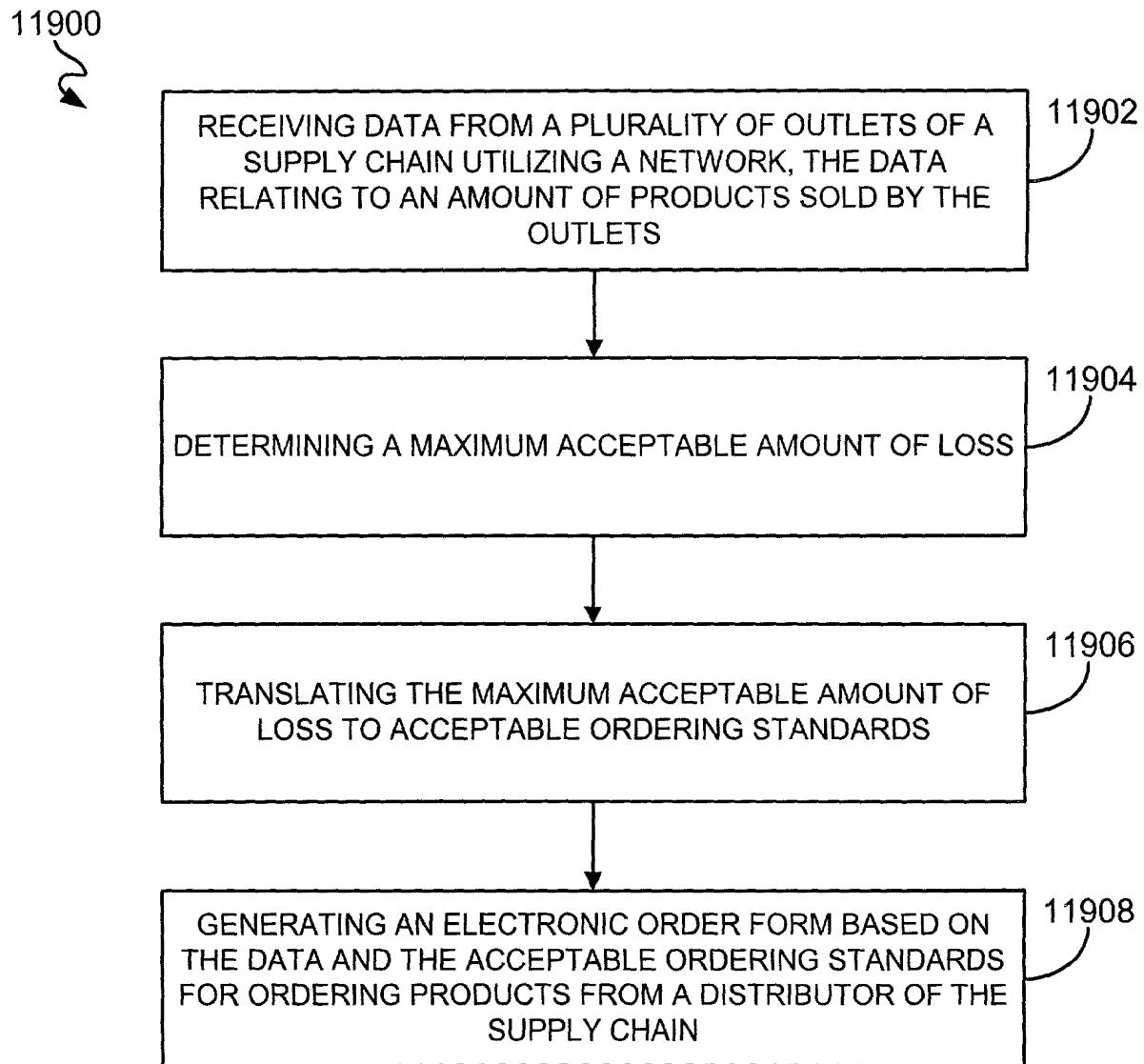


FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

12200

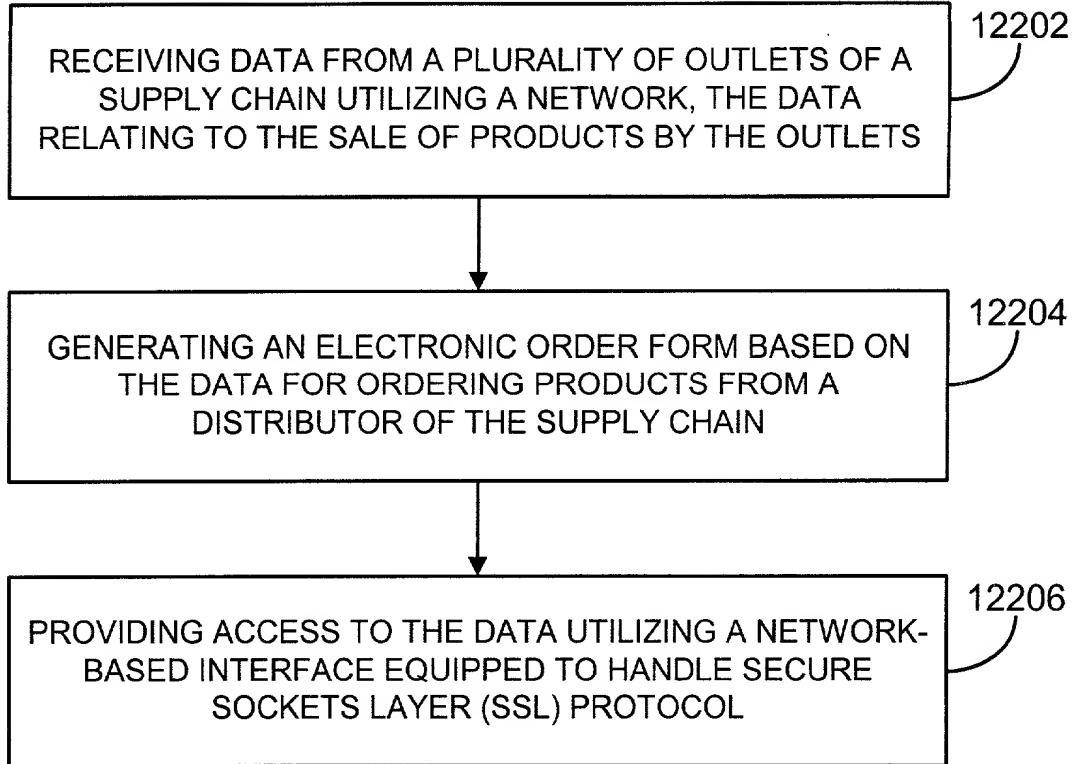


FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12302

12304

12306

FIG. 123

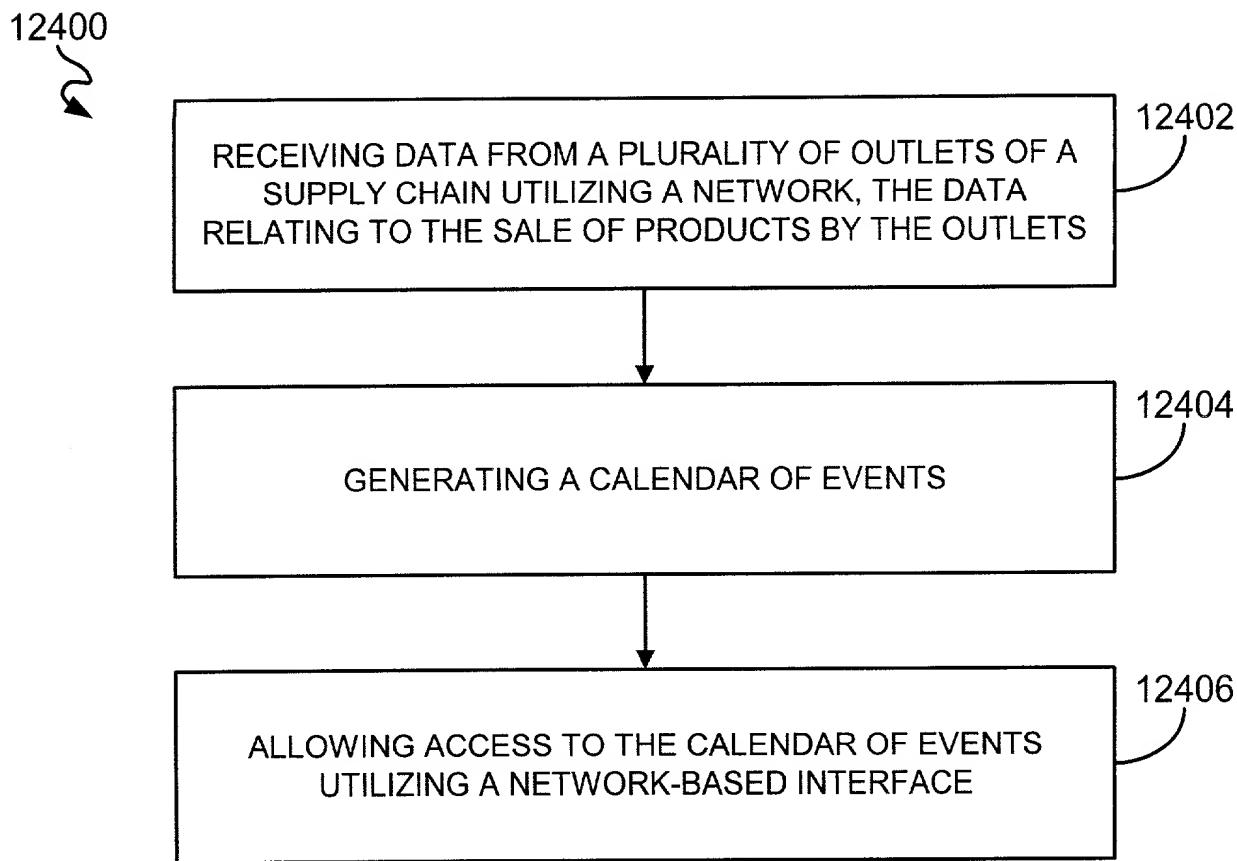


FIG. 124

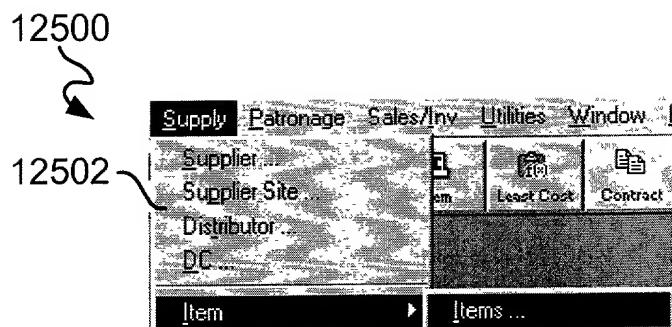


FIG. 125

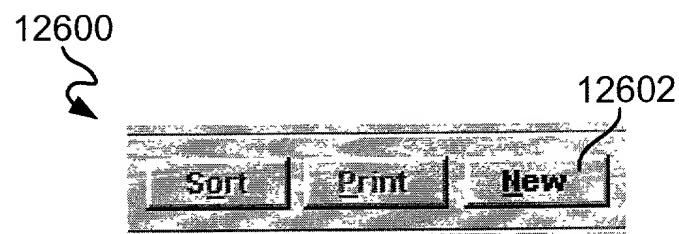


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

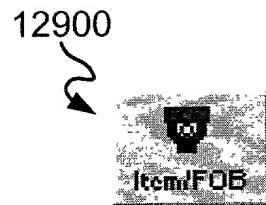


FIG. 129

12900

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Codes:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCHES	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

13102

Site Information	Site Id: 17355	Site Role: FOB Shipping Point
Site Name: TYSON FOODS - NEW HOLLAND, PA		

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active	Rail Sidings:

FIG. 132

13300

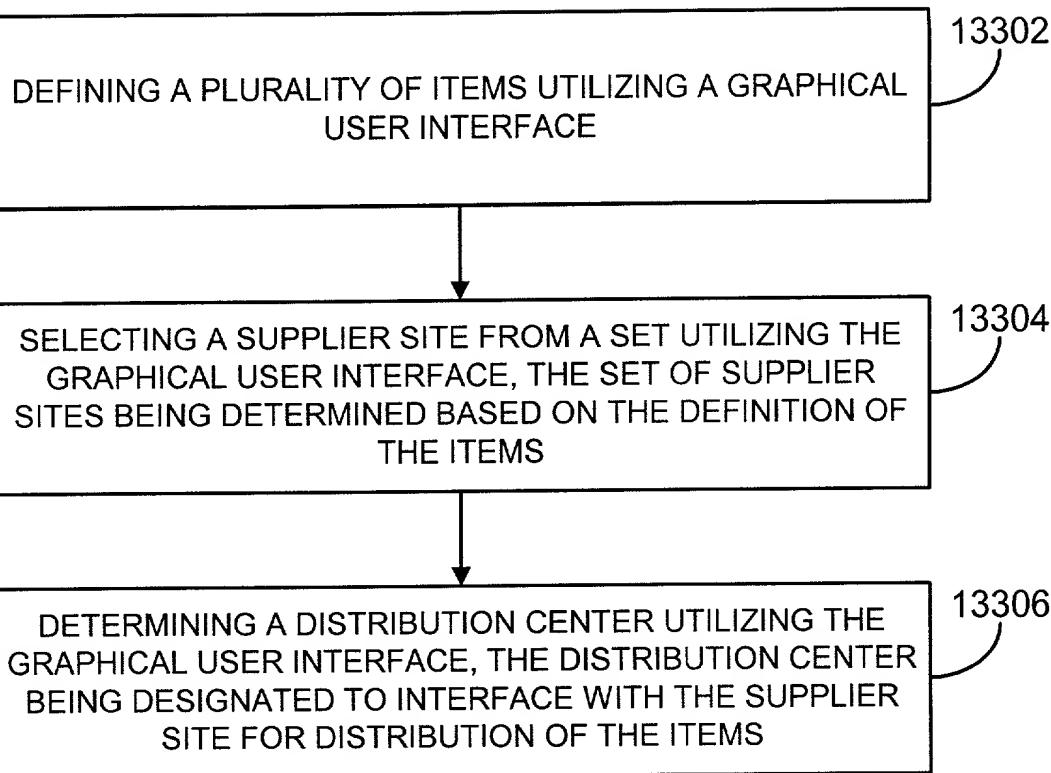


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

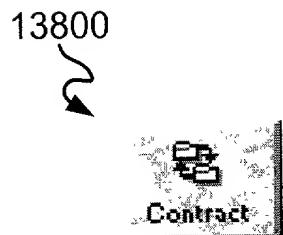


FIG. 138

13900

Min Ordr	UM	Shp	Deliv.
1	TRUCKLOAD(S Pallet		
1	TRUCKLOAD(S Pallet		

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

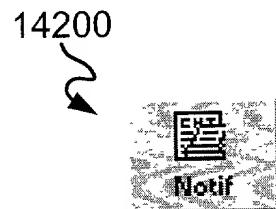


FIG. 142

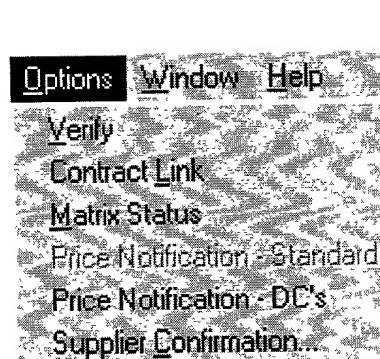


FIG. 141



FIG. 143

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

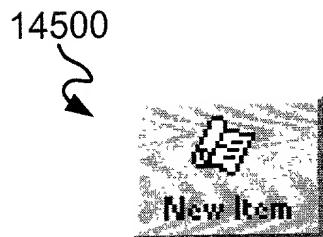


FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

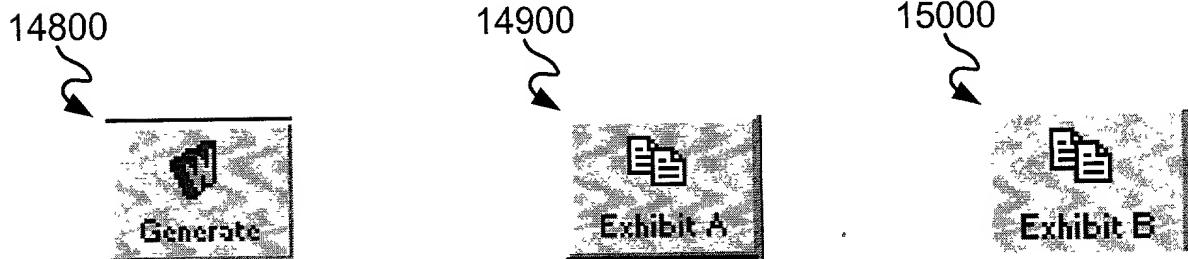


FIG. 148

FIG. 149

FIG. 150

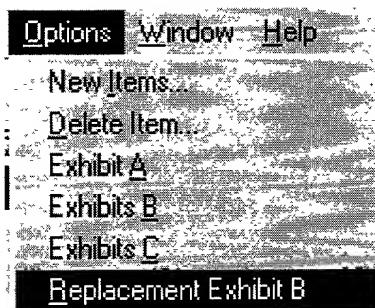
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

RSI Sup
Supplier Site ...
Distributor ...
DC ...
Item
Proposal
Least Cost Analysis
Contract ...

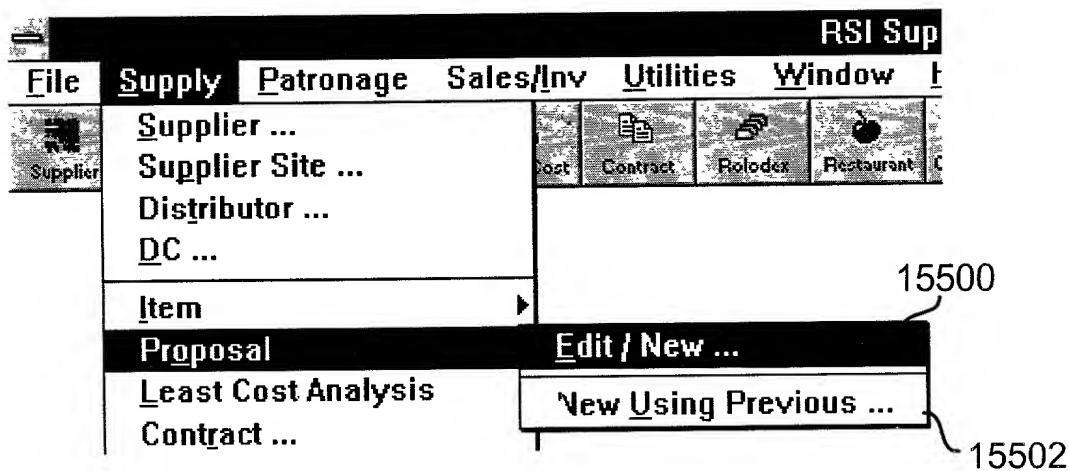


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

Buyer Name: Dennis Clabby

Contract End Date: 06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

15700



FIG. 157

15800

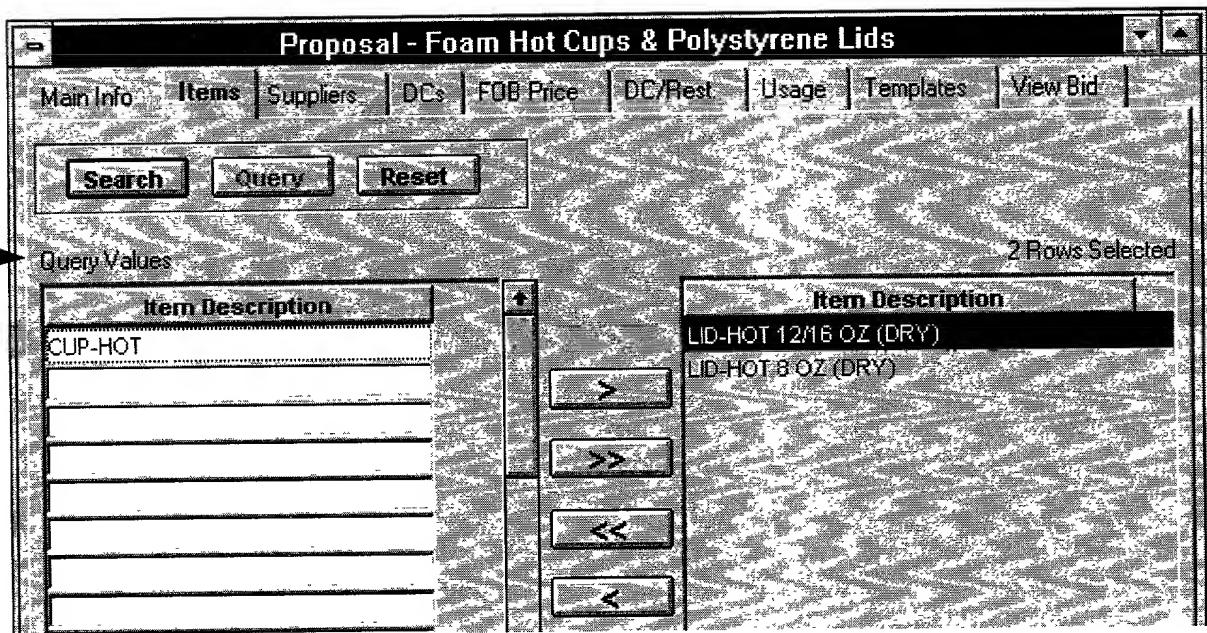


FIG. 158

15800

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

Item Description	
CUP-HOT 12 OZ (DRY)	
CUP-HOT 16 OZ (500 CT) (DRY)	
CUP-HOT 8 OZ (DRY)	
LID-HOT 12/16 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

5 Rows Selected

FIG. 159

16000

Item Description	
MAYO-BULK	

FOB Price Component

- Mayonaise Components
- (None Selected)
- Generic FOB Pricing
- Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period		
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97		
CHICKEN-PATTY	7.00%	37.00	1.09			
CHICKEN-TENDERS	0.00%	25.00	1.06			
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

16200

DISPLAYING A GRAPHICAL USER INTERFACE IN RESPONSE
TO A REQUEST TO CREATE A BID PROPOSAL

16202

RECEIVING INFORMATION UTILIZING THE GRAPHICAL USER
INTERFACE

16204

GENERATING A BID PROPOSAL USING THE INFORMATION,
WHEREIN THE INFORMATION IS SELECTED FROM THE
GROUP CONSISTING OF A BUYER NAME, A DUE DATE, A
CONTRACT BEGIN DATE, AND A CONTRACT END DATE

16206

FIG. 162



FIG. 163

A screenshot of a software interface showing a list of templates. The list includes:

	Supply	MS Word	Editable Y/N
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	N
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

16500

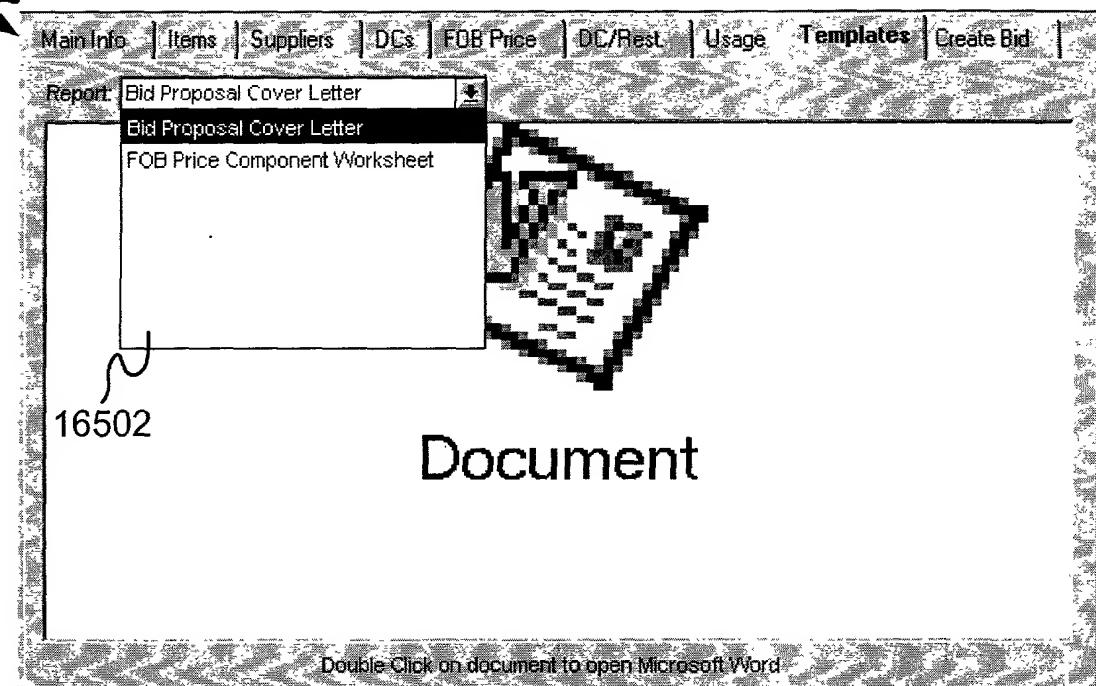


FIG. 165

16600

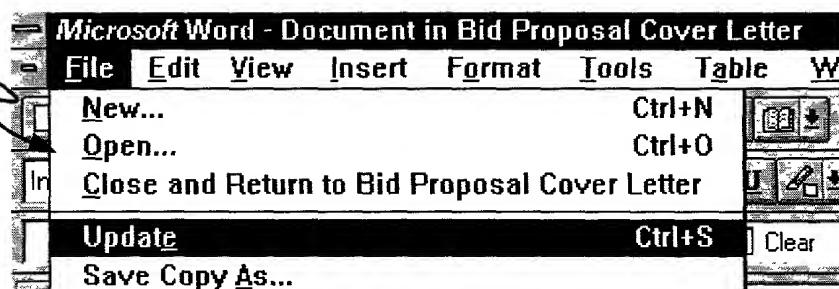


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid | Bid Proposal Sent

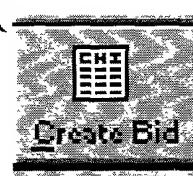
Bid Proposal Will Include Checked Documents

General	Cost
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	Blank Sheets
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet

* LTL Freight Worksheet will be printed by system if necessary.

FIG. 167

16800



16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	Item Information Worksheet	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

Restaurant Services, Inc.
Item Information Worksheet

ATTY
DS

FIG. 169

17000

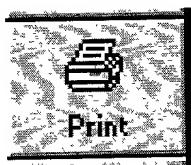


FIG. 170

17100



FIG. 171

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

FIG. 172

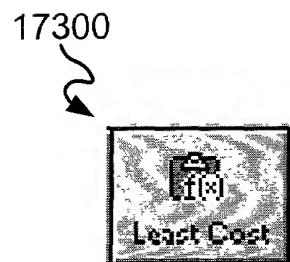


FIG. 173



FIG. 174

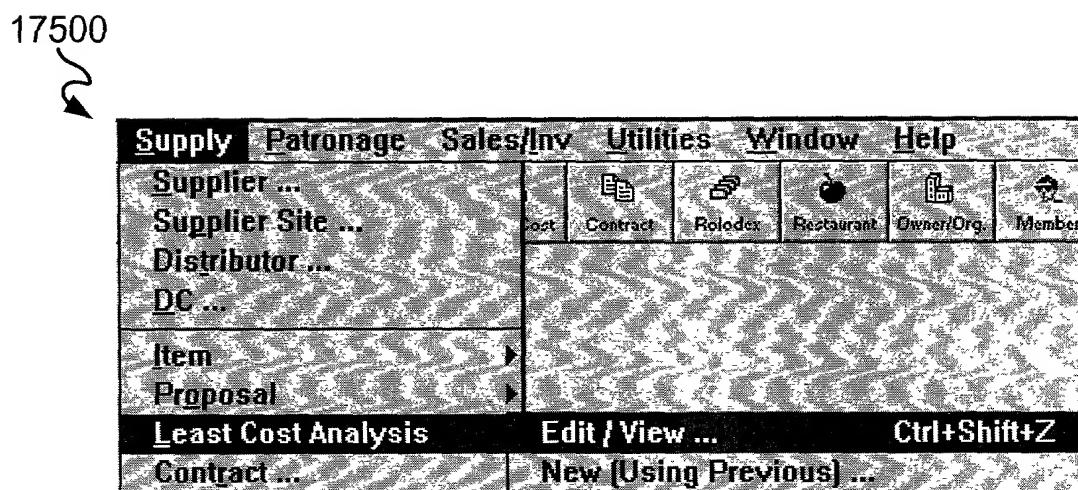


FIG. 175

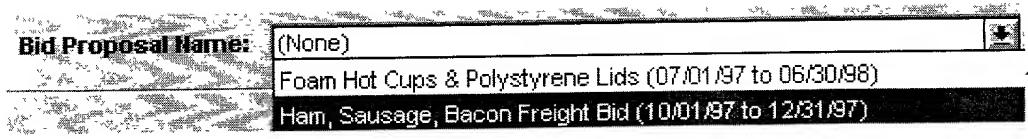


FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

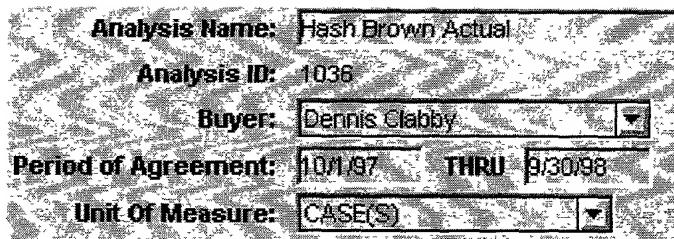


FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

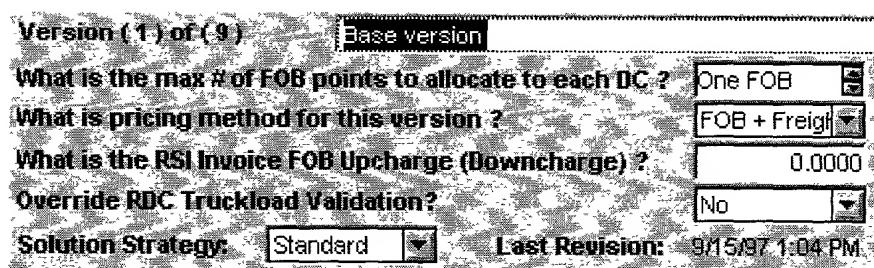


FIG. 179

18000



FIG. 180

18100



FIG. 181

18200

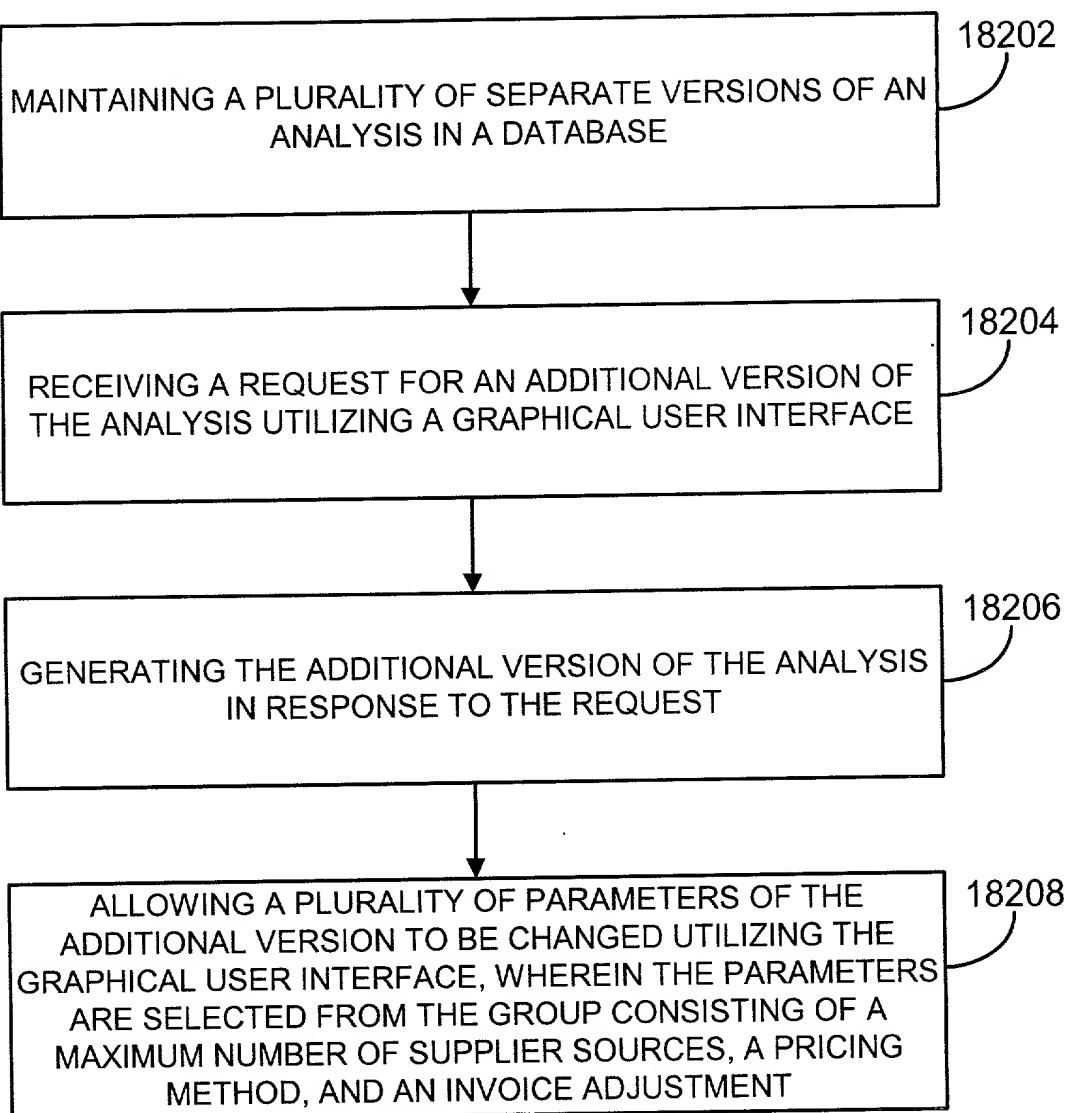


FIG. 182

18300

Query Values

Supplier FOB
DOP

Search Query Reset

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES COATED (PRZN)	36

18402

FIG. 184

18500

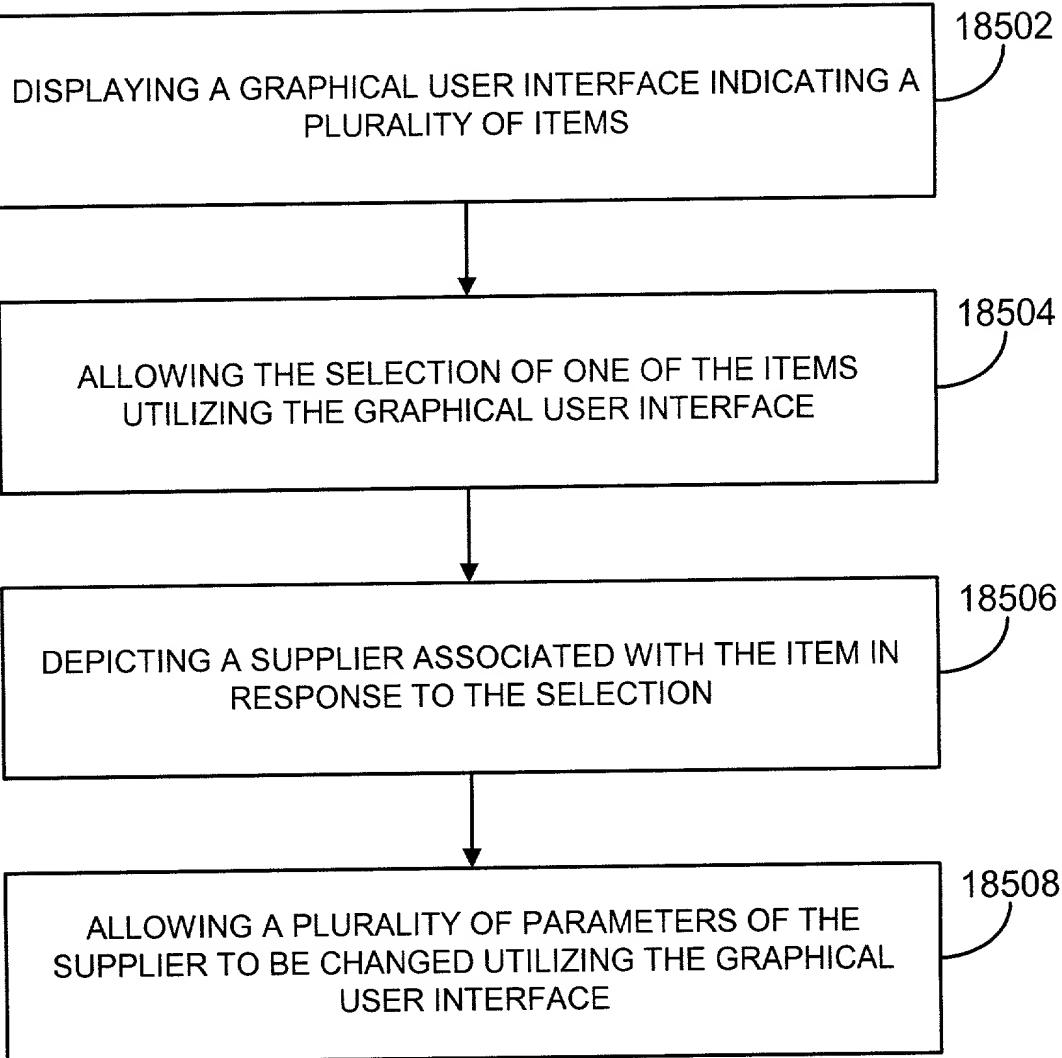


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No.:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M:	INCHES	Gross Weight:	29 28 POUND(S)
		Net Weight:	27 28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
JR SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	58,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center			Lane Restriction	Honor T. Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	
AMERISERVE\POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	

20002

20100

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center			Lane Restriction	Honor T. Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded	
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded	

FIG. 200

FIG. 201

20200

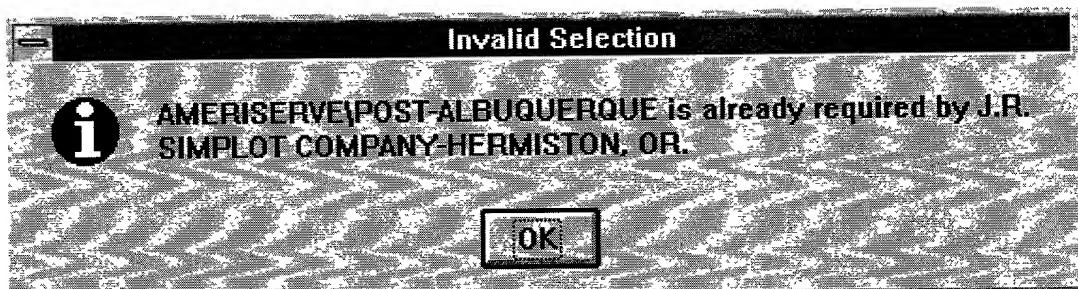


FIG. 202

20300

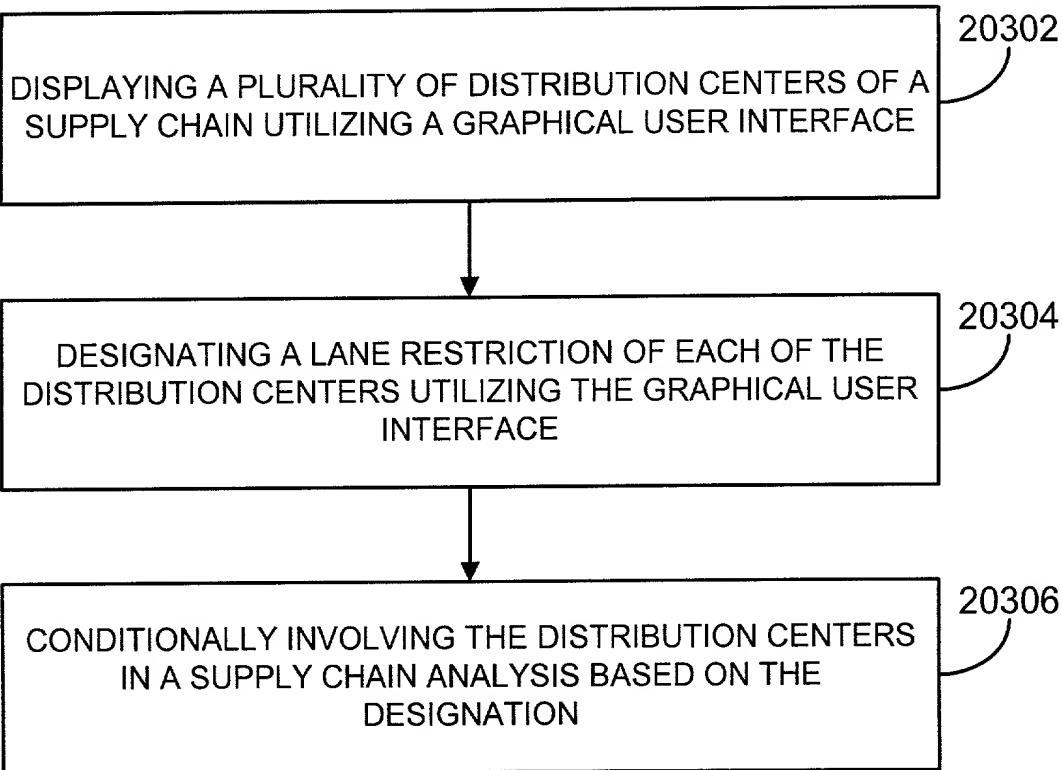


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

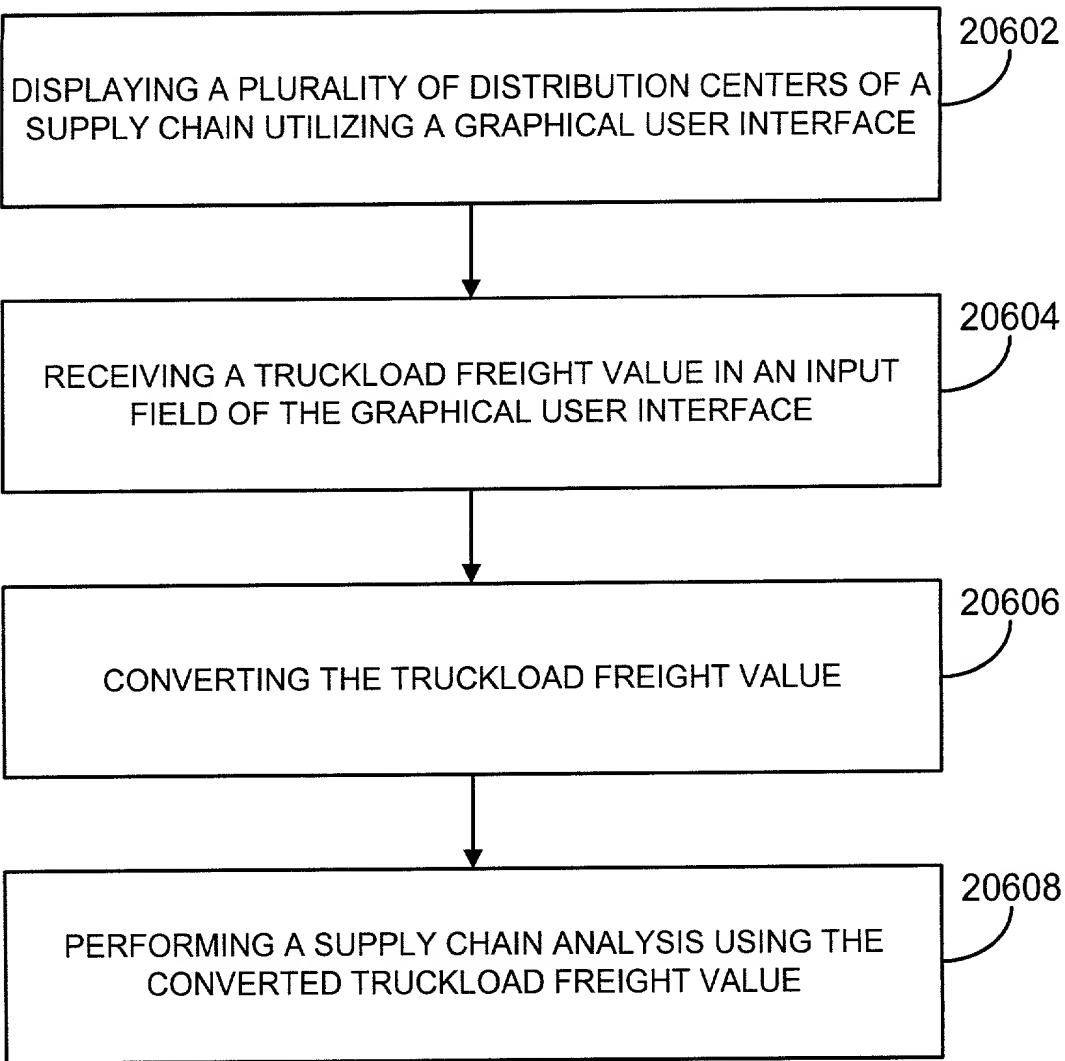


FIG. 206

20700

Analysis Region MCCABE-PORTLAND/RNW-ANCHORAGE	Force FOB <input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name MCCABE-QUALITY FOODS PORTLAND RESTAURANTS NW-ANCHORAGE	Site Role Corporate & FOB Point Corporate & FOB Point

FIG. 207

20800

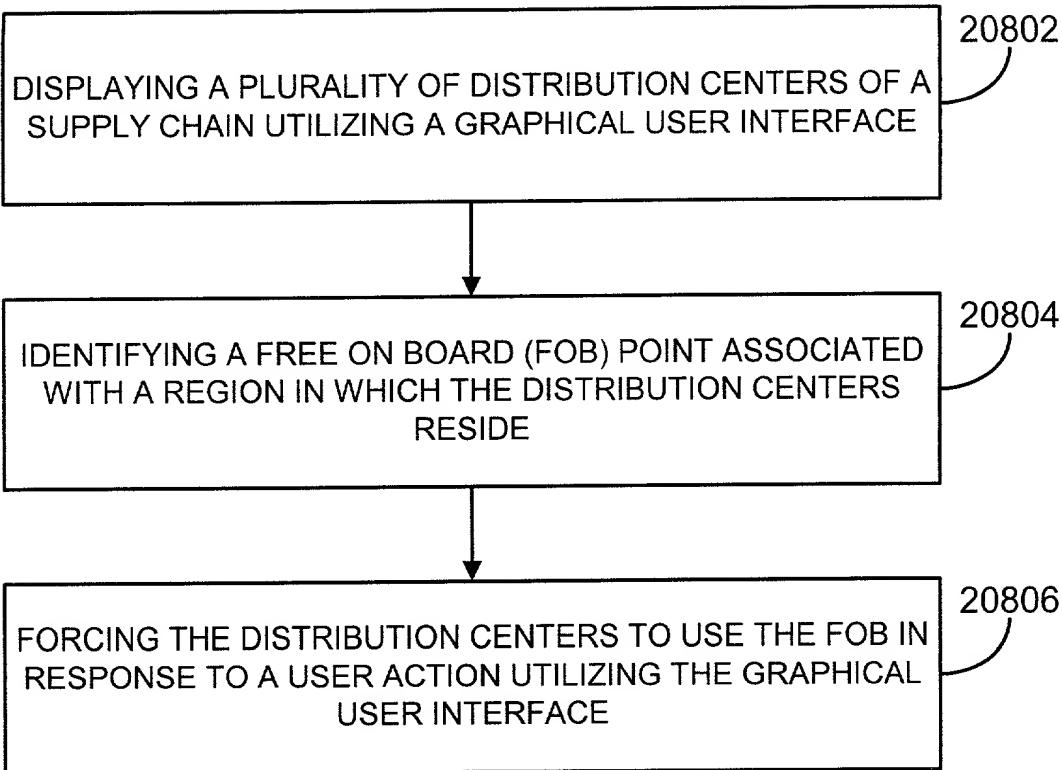


FIG. 208

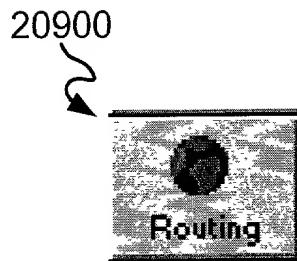


FIG. 209

21000

A screenshot of a "Report Selection" dialog box. On the left, under "Report Type", "Optimal Product Routing" is selected. On the right, under "Report Name", "Freight Information Provided" is selected. Below these, under "Report Parameters", there are four dropdown menus: "Supplier" (All), "Supplier FOB" (All), "Distribution Center" (All), and "Version" (Base Version). To the right of these dropdowns is a list of report names:

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

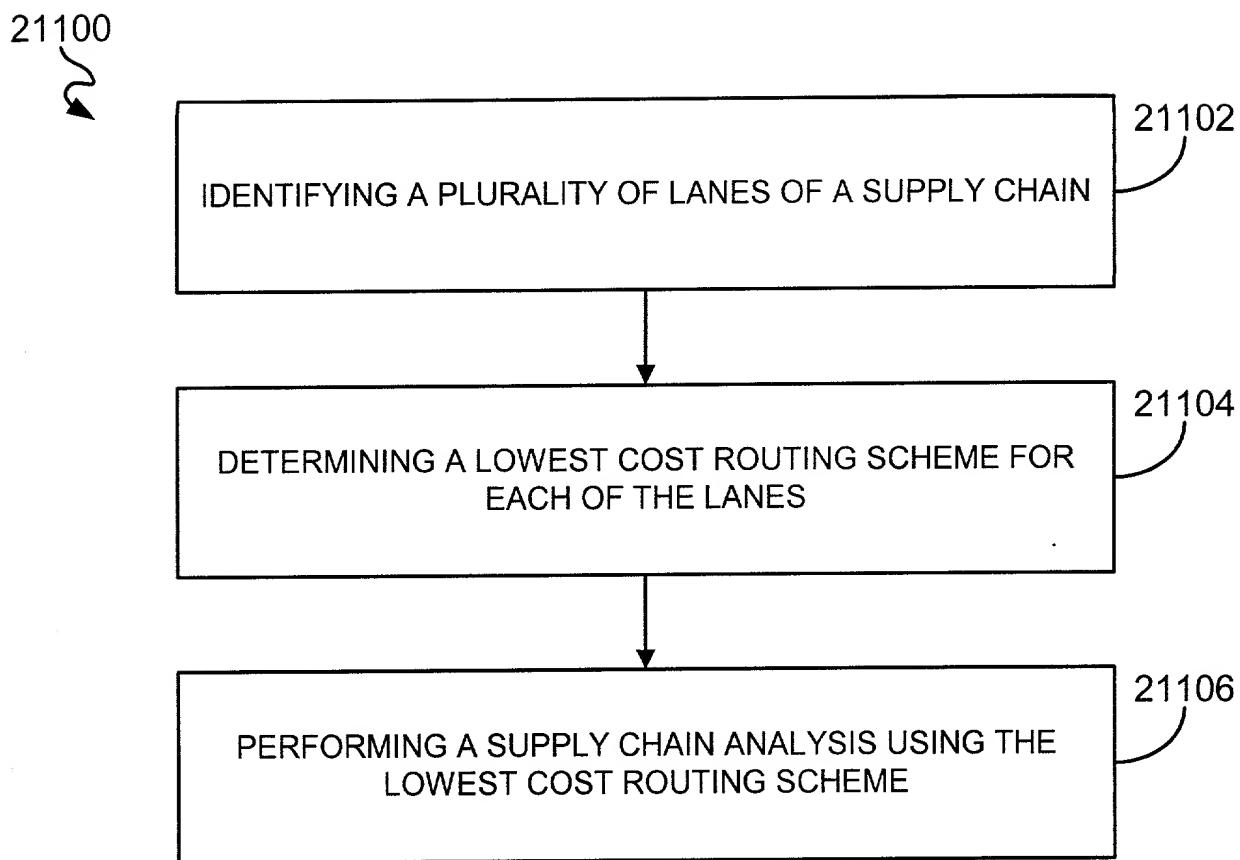


FIG. 211

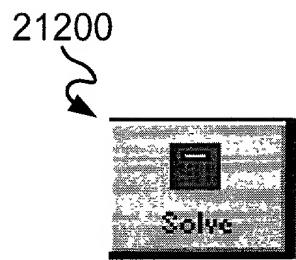


FIG. 212

21300

21302

Report Selection

Report Type	Report Name
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	New Capacity & Prices

FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail**
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	<input type="button" value="▼"/> Assigned Volume Percentages (no conversion)

FIG. 216

21700

- Report Name:
- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)**
- Invoice FOB Detail Comparison (no conversion)**

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

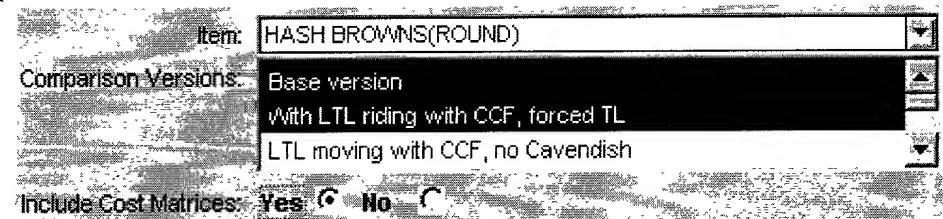


FIG. 218

21900



FIG. 219

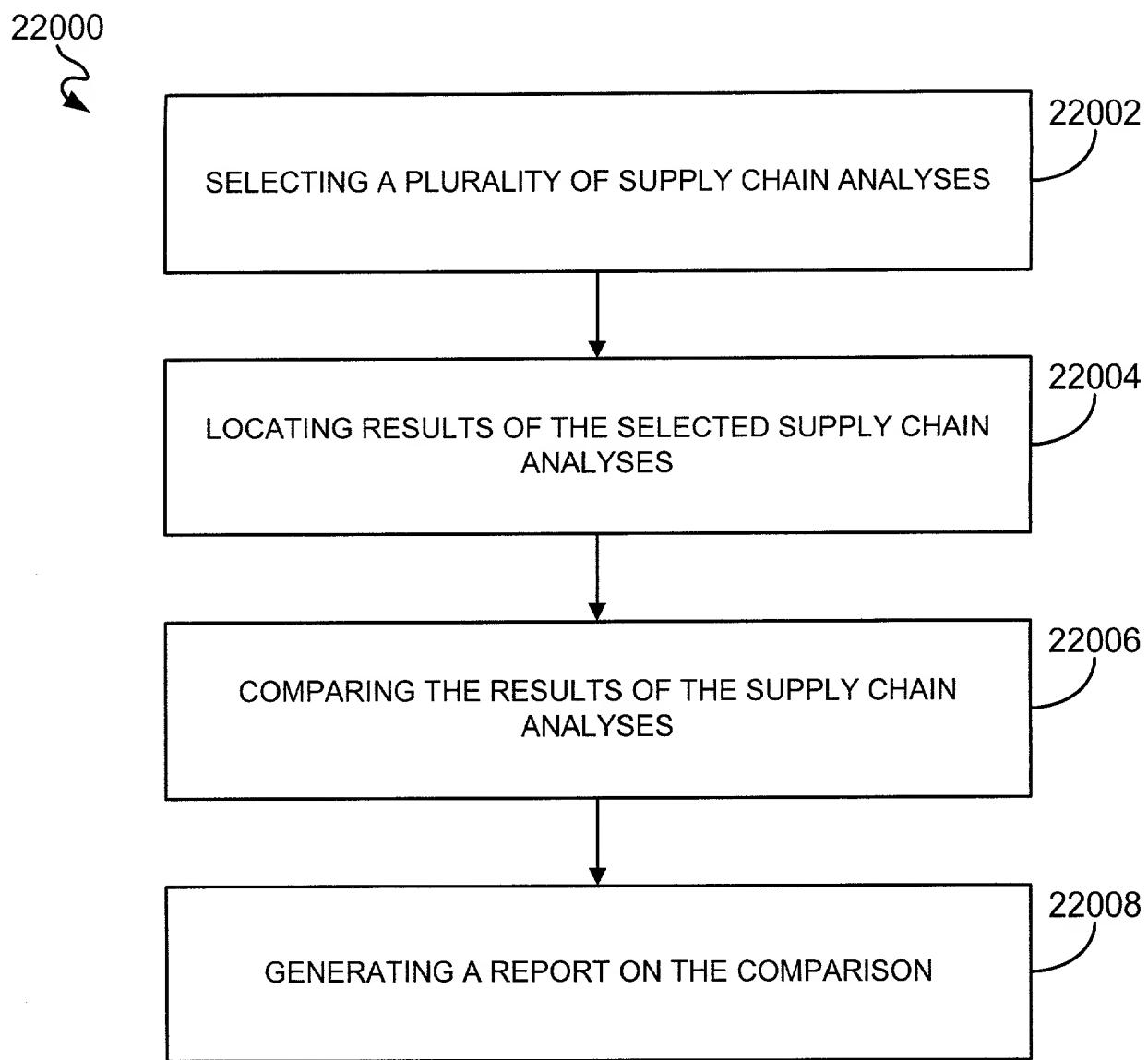


FIG. 220

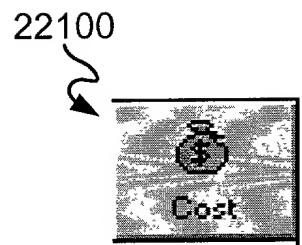


FIG. 221

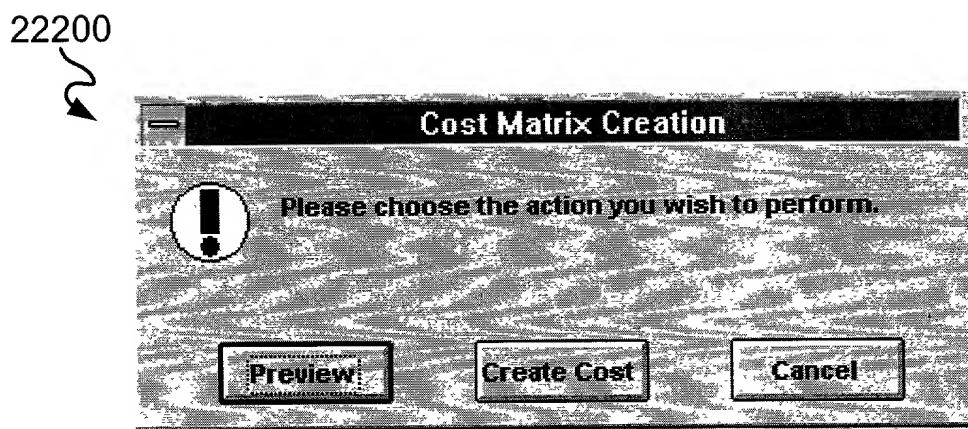


FIG. 222

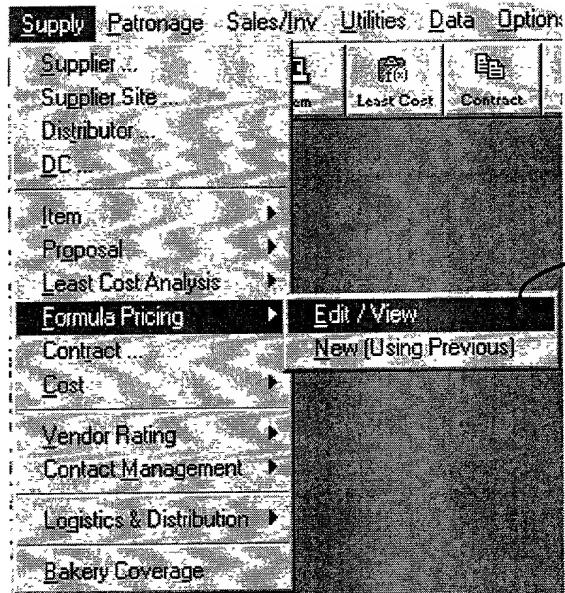


FIG. 223

22400

The dialog box title is 'Formula Pricing - BEEF - 77% - 04/06/98'. It has tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab is active. Inside the dialog, there are several input fields:
- 'Pricing ID:' with value '12'
- 'Description:' with value 'Beef Pricing 04/06/01'
- 'Item:' dropdown with value 'BEEF - 77%'
- 'Raw Material Pricing Date:' set to '04/06/01'
- 'From:' set to '03/23/01'
- 'To:' set to '04/03/01'
- 'Cost Matrix Begin Date:' set to '03/15/01'
- 'End Date:' set to '03/28/01'
- 'FOB Adjustment Amount:' set to '0.0000'

FIG. 224

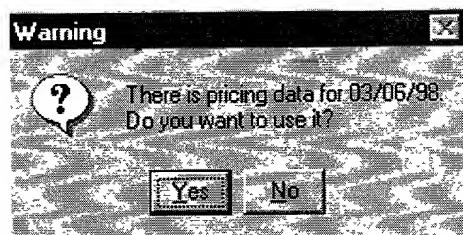
22500

Formula Pricing - BEEF - 77% - 04/06/98

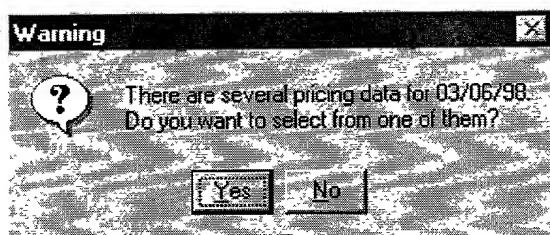
Date	FRESH	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN YW BL	IMP-AUS	Lean	Fine Tex Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9400	0.9600	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.0000	1.1500	1.2000	0.9500	0.9500	0.9300	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8845	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	0.9500	0.9500	0.8400
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9550	0.9800	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9870	0.9650	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9650	0.9870	0.9870	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9333	0.9650	0.9224	0.9600	1.2000	1.2300	1.2600	0.9630	0.9630	0.9640	0.9640	0.8200
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.9870	0.9870	0.8600
04/03/98	0.8515	0.9700	0.9639	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.9870	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760		

FIG. 225

22600

**FIG. 226**

22700

**FIG. 227**

22800

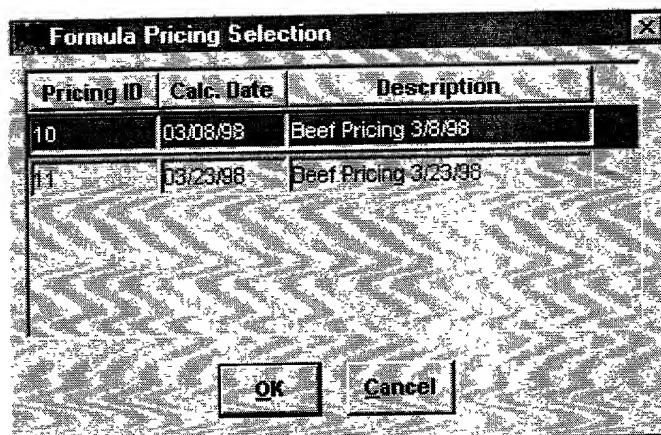


FIG. 228

22900

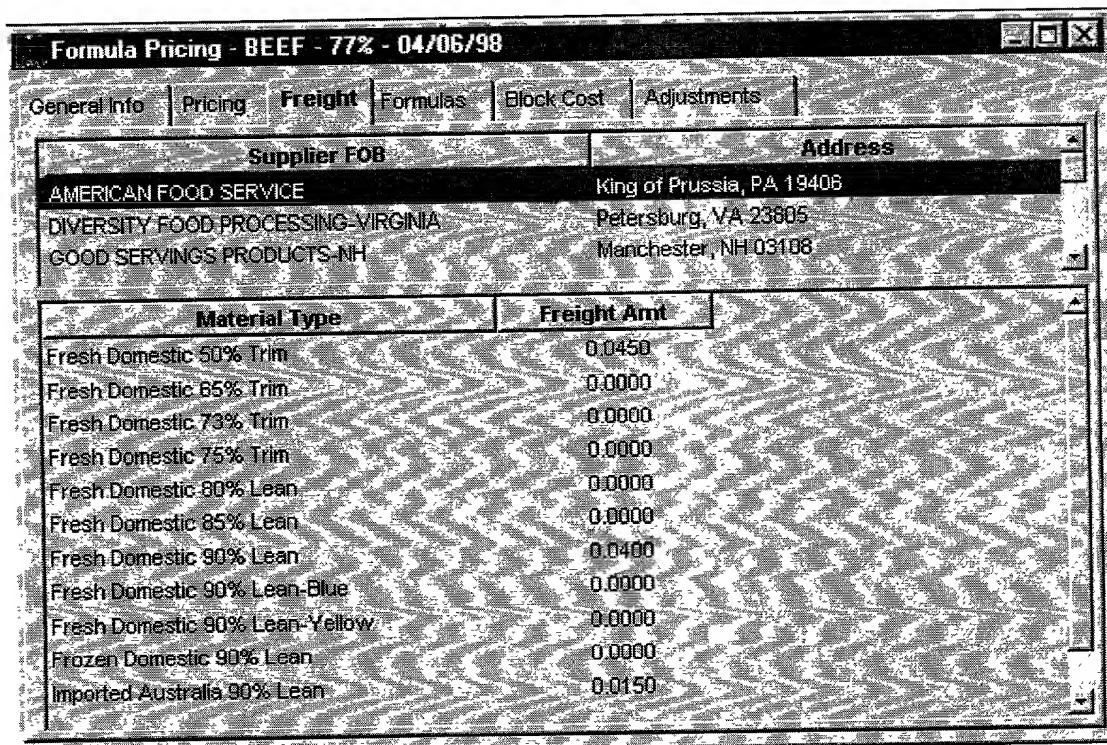


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																		
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments								
Formulas	FD56TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAUS9		LFID		Total	
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3159			0.9941	
GS-1	0.3270	0.3042									0.1730	0.1972	0.3800	0.3549	0.1400	0.1303	0.9866	
S&C-1	0.2414	0.2200					0.2179	0.2028	0.2179	0.2153	0.2179	0.2386		0.1050	0.0958	0.9721		
SER-1	0.3250	0.2926									0.1790	0.1851	0.3650	0.3571	0.1350	0.1236	0.9684	
TEX-1	0.3090	0.2756									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916	
WHL-1	0.3250	0.2958									0.1750	0.1869	0.3650	0.3608	0.1350	0.1230	0.9765	
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018	

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98							
General Info		Pricing		Freight		Formulas	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1742	<input checked="" type="checkbox"/>	
GS-1	0.9666	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>	
WHL-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>	

FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9884	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

FIG. 232

23400



23300

23302



FIG. 233

FIG. 234

23500

Formula Maintenance

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

FIG. 235

23600

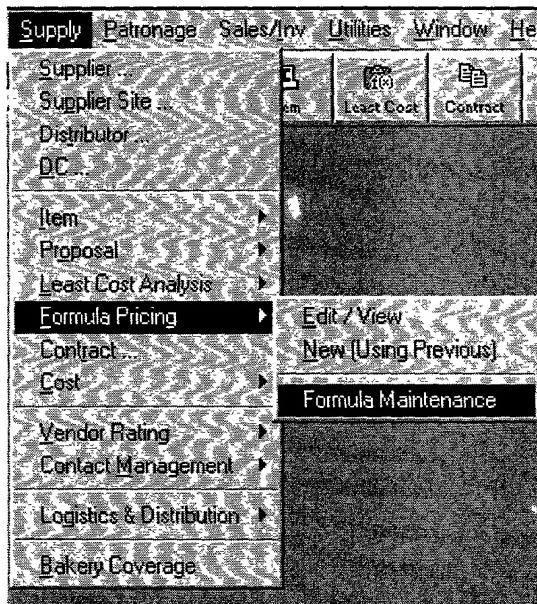


FIG. 236